Les Opportunités d’Affaires sur Financement Banque Mondiale à Madagascar et au Mozambique

Gilles R. Garcia
Manager, Enterprise Outreach Services
The World Bank

Paris, France
February 21, 2013
## Top 20 Emerging Markets

<table>
<thead>
<tr>
<th>Rank</th>
<th>Country</th>
<th>Total Score</th>
<th>GDP Growth, 2013 to 2017, %</th>
<th>Inflation Rate, %</th>
<th>Government Debt as % of GDP</th>
<th>Ease of Doing Business, Rank</th>
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<td>1</td>
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<td>23.9</td>
<td>9.5</td>
<td>73.6</td>
<td>87</td>
</tr>
</tbody>
</table>

The World Bank Group in Madagascar

• 27 Active Projects, worth $838M
• 49 WB staff and 9 IFC staff based in Antananarivo
• Country Director:
  Haleh Bridi
  hbridi@worldbank.org
• Communications Officer:
  Erick Rabemananoro
  erabemananoro@worldbank.org
• Procurement specialists:
  Sylvain Rambeloson
  srambeloson@worldbank.org
  Lova Ravaoarimino
  lravaoarimino@worldbank.org

Doing Business 2013: #142 out of 185 economies (# 138 in 2012)
http://www.doingbusiness.org/data/exploreeconomies/madagascar/

Madagascar Interim Strategy Note 2012-2013
Civil Works represent 52% of Prior Reviewed Contracts 2007-2012 in Madagascar.
Infrastructures represent 44.5% (39% T) of Prior Reviewed Contracts in Madagascar.
Best Performing companies in Madagascar based on Prior Reviewed Contracts 2007-2012

$ Millions

Contracts

- Madagascar
- China
- France
- Japan
- USA
- Denmark
- World
- Germany
- Spain
- Mauritius
- Canada
- Netherlands
- South Africa
- UK
- Poland
A Selection of Contracts Awarded Companies in Madagascar based on PRC

- **Madagascar:**
  - Colas, $24M (7 contracts), T, PA, E&M
  - PNF, $19.7M (1 contract), Agriculture
  - Groupement Baudin Chateauneuf/ Coprema, $5.2M (1 contract), T
  - Guangdong Xinguang International Group, $5M (1 contract), Industry

- **China:**
  - China Geo-Engineering, $15.6M (6 contracts), PA, E&M, T
  - Sinohydro Corporation, $23.7M (4 contracts), T

- **France:**
  - Colas, $20.7M (2 contracts), T
  - BCEOM, $3.7M (7 contracts), T

- **Japan:**
  - Daiho Corporation, $34.6M (1 contract), Industry & Trade
A Selection of Contracts Awarded Companies in Madagascar based on P R C

- **Denmark**
  - UNDP/ IAPSO, $1.6M (2 contracts), Health & SS
  - IAPSO, $1.2M (3 contracts), Health & SS
- **Germany**:
  - AHT Group, $1.9M (1 contract), Agriculture
- **Spain**:
  - Puroil, $775,000 (5 contracts), Public Admin, E&M, T
- **Netherlands**:
  - Organon, $1.6M (3 contracts), Health & SS
- **UK**
  - Core Advice, $675,000 (1 contract), T
- **Poland**
  - MSM, $1.1M (4 contracts), Health & SS
3 Projects in the Pipeline in Madagascar, worth $ 97.6M

<table>
<thead>
<tr>
<th>Project Title</th>
<th>Country</th>
<th>Project ID</th>
<th>Commitment Amount *</th>
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<td>P128831</td>
<td>12.66</td>
<td>Pipeline</td>
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</table>

Team Leaders:

Achim Fock, Senior Economist based in Washington DC
afock@worldbank.org

Michel Welmond, Lead Education Specialist based in Washington DC
mwelmond@worldbank.org

Maryanne Sharp, Senior Operations Officer based in Washington DC
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Implementing Agencies:

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261-20-222-474-385

Other implementing agencies to be announced
Monthly Operational Summary (MOS) January 2013: 10 Projects in Madagascar

Madagascar
Agriculture, Fishing, and Forestry
(R) Irrigation and Watershed Management: The objective is to establish a viable basis for irrigated rice production and natural resources management in selected irrigation sites and their surrounding watersheds. Bank Approval scheduled for mid-January 2013. Environmental Assessment Category B. Project: P128831. US$ 12.7 (PHRD). Consulting services to be determined. Ministry of Agriculture, Madagascar, Tel: (261-2022) 474-385, E-mail: cpnbvpi@blueline.mg, Contact: Lantonirina Ramaroson, National Coordinator

Madagascar
Health and Other Social Services
(R) Human Development Multisector Operation (Cr. 51860-MG): The objective is to prevent further deterioration in access to basic education and health services. Bank Approval completed on 29 November 2012. Environmental Assessment Category B. Project: P131945. US$ 65.0 (IDA Credit). No consultants are required. Unite de Gestion des programmes de Sante - UAT-EPT, Immeuble Santa Antanimena, Antananarivo, Madagascar, Tel: (261-20) 222-8295, E-mail: uat_ept@moov.mg, Contact: Josiane Rabetokotany, National Coordinator; Unite de Gestion des projets d’Appui au Secteur Sante - UG, Lot III M 39 Bloc 2 Anosy, Antananarivo, Madagascar, Tel: (261-20) 225-5323, Fax: (261-20) 225-5973, E-mail: cnugp@ugpsante.mg, Contact: Remi Rakotomalala, National Coordinator; Programme National de Nutrition Communautaire-ONN-PNOC-SEEICALE, Lot III M 39 Anosy, Antananarivo, Madagascar, Tel: (261-34) 021-1183, E-mail: dn@onn.mg, Contact: Jean Rakotosalama, National Director

Madagascar
Transportation
(R) Emergency Infrastructure Preservation and Vulnerability Reduction (Cr. 51870-MG): The objectives are to: (a) prevent further deterioration in access to infrastructure; and (b) improve livelihoods. Bank Approval completed on 29 November 2012. Environmental Assessment Category B. Project: P132101. US$ 102.0 (IDA Credit). Consulting services to be determined. Fonds d’Intervention pour le Developpement (FID), Lot III M 369 Ouest Ambohijanahary, BP 8231, 101 Antananarivo, Madagascar, Tel: (261-20) 223-6191, Fax: (261-20) 223-3606, E-mail: dirgen1@fid.mg, Contact: Ratsima Rasendra, Directeur General; Cellule de Prevention et de Gestion des Urgences, Maison des produits 67 HA, 4eme etage, Antananarivo, Madagascar, Tel: (261-20) 222-1169, E-mail: cpgu_primature@mel.moov.mg, Contact: Mamy Razakanaiho, Secretary General; Autorite Routiere de Madagascar, Rue Ranaivo Paul, pres du Stade d’Alarob,
The World Bank has **NO** contractual relationship with companies.

**Partnership Relation**
- Country Assistance Strategy (CAS)
- Lending

**World Bank**
- Procurement Rules
- Information Dissemination
- Complaints
- PID, PAD, Procurement Plan

**Government PMU**
- Contractual Relation
- Project Implementation

**Companies**
The World Bank Group in Mozambique

- 38 Active Projects, worth $1.1B
- 79 WB staff and 18 IFC staff based in Maputo
- Country Director: Laurence Clarke lclarke@worldbank.org
- Communications Officer: Rafael Saute rsaute@worldbank.org
- Senior Procurement Specialists: Antonio Chamuco achamuco@worldbank.org, Dirk Bronselaer dbronselaer@worldbank.org

Doing Business 2013: # 146 out of 185 economies (# 139 in 2012)
http://www.doingbusiness.org/data/exploreeconomies/ mozambique/

Mozambique Country Assistance Strategy (CAS) 2012-2015
Civil Works represent 51% of Prior Reviewed Contracts 2007-2012 in Mozambique.
Infrastructures (T, E&M, W) represent 65% of Prior Reviewed Contracts in Mozambique.
Best Performers in Mozambique based on Prior Reviewed Contracts 07-12

$ Millions

Contracts

$ Amount

Number of Contracts

Mozambique, China, Portugal, Italy, Spain, South Africa, India, UK, Germany, USA, Australia, France, Zambia, Norway
A Selection of Contracts Awarded Companies in Mozambique based on P R C

- **Mozambique**
  - Enviroserv, $24.7M (4 contracts), W
  - CMC Africa Austral, $17.6M (2 contracts), Public Admin & Edu

- **China**
  - Chico, $49.2M (1 contract), Transportation
  - Sinohydro, $11M (6 contracts), Water

- **Portugal**
  - Aurelio Martins Sobreiro & Filhos, $4.2M (1 contract), Public Admin
  - Britalar Sociedade de Construção, $4.1M (1 contract), Public Admin

- **Italy**
  - CMC, $21.9M (1 contract), T

- **Spain**
  - Isolux Ingenieria, $14.6M (1 contract), Energy

- **South Africa**
  - Face Technologies, $4.2M (1 contract), T

- **India**
  - Mohan, $5.3M (5 contracts), Edu, Health & SS, E&M
A Selection of Contracts Awarded Companies in Mozambique based on P R C

• **UK**
  - Scottish Qualification Authority, $3.5M (1 contract), Edu
  - IPA, $1.9M (1 contract), Energy

• **Germany**
  - Fichtner, $1M (1 contract), Water

• **Australia**
  - Brisbane City Enterprise, $1.5M (1 contract), Energy
  - SMEC International, $1M (1 contract), Water

• **France**
  - Seureca Consulting Engineers, $1.3M (4 contracts), PA, W
  - IPP Consultant, $1.2M (2 contracts), Agriculture

• **Zambia**
  - Spencon & Polyphase, $2.8M (1 contract), Water

• **Norway**
  - Norconsult, $2.1M (3 contracts), T, E&M, Industry & Trade
5 Projects in the Pipeline in Mozambique, worth $343M

<table>
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<th>Project Title</th>
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<th>Project ID</th>
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<td>Mozambique</td>
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<td>Climate Resilience: Transforming Hydro-Meteorological Services</td>
<td>Mozambique</td>
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## Greater Maputo Water Supply Expansion Project

### Project AT-A-GLANCE

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<td>Closing Date</td>
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<td>Team Leader</td>
<td>Luiz Claudio Martins Tavares</td>
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### Latest Project Documents

- **Mozambique-Greater Maputo Water Supply Expansion Project**: Mozambique - Greater Maputo Water Supply Expansion Project (English)
  
  **NOV 03, 2011**

- **Mozambique - Greater Maputo Water Supply Expansion Project (English)**
  
  **NOV 02, 2011**

[View All Documents](http://www.worldbank.org/projects/P125120/greater-maputo-water-supply-expansion-project?lang=en)
Team Leaders:

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Ekaterina Mikhaylova, Senior Mining Specialist, based in Washington DC emikhaylova@worldbank.org

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Ministry of Mineral Resources
Mr. Benjamim Chilenge, National Director for Planning, chilenge@tv cabo.co.mz 258-21-301600

FIPAG
Avenida Filipe Samuel Magaia Nr. 1291, P.O. Box 917, Maputo, Mozambique
Monthly Operational Summary (MOS) January 2013: 16 Projects in Mozambique

Mozambique

Agriculture, Fishing, and Forestry

(R) Conservation Areas for Biodiversity and Development-GEF: The objective is to support the development and management of Mozambique conservation areas’ system in order to improve biodiversity conservation, economic growth and sustainable livelihoods. Project Concept Review Meeting scheduled for mid-January 2013. Environmental Assessment Category B. US$ 5.2 (GEFU). Consulting services to be determined. Ministry of Tourism, Av. 25 de Setembro 1018, Caixa Postal 4101, Maputo, Mozambique, Tel: (258-1) 306-210, E-mail: bsoto@tv cabo.co.mz

Mozambique

Health and Other Social Services

(R) Social Protection: The objectives are to support: (a) the Government in consolidating and making operational a social safety net system to protect the poorest and most vulnerable from chronic poverty and seasonal and unpredictable shock; and (b) the implementation of the productive social action strategy. Appraisal completed on 11 December 2012. Negotiations scheduled for 4 February 2013. Environmental Assessment Category B. Project: P129524. US$ 50.0 (IDA Credit). Consulting services to be determined. National Institute of Social Action (INAS), Avenida 25 de Setembro, 942, Maputo, Mozambique, Tel: (258-48) 2303-8595, E-mail: lbernardete@yahoo.com.br

Mozambique

Education

Technical and Vocational Education and Training Additional Financing: The objective is to facilitate the transition of the existing Technical and Vocational Education system to a demand-led training system and provide the beneficiaries with more market relevant skills and improve job opportunities. Bank Approval completed on 12 July 2011. Environmental Assessment Category B. Project: P125283. US$ 37.0 (IDA Credit). No consultants are required. Ministry of Education, PO Box 34, Avenida 24 de Julho, No. 167, Maputo, Mozambique, Tel: (258-21) 480-700, Fax: (258-21) 490-979, E-mail: mined@gov.mz, Contact: H.E. Zeferino Martins, Minister of Education

http://go.worldbank.org/IM66V4BD40
The World Bank Group: A Transactions Bank with 2 main doors

<table>
<thead>
<tr>
<th>For Exporters</th>
<th>For Investors</th>
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<tbody>
<tr>
<td>• $35.3B (70%) of WB lending in 2012 turned into $25B worth of procurement opportunities</td>
<td>• $15B (28%) of IFC co-financing</td>
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<td></td>
<td>• $2.7B (2%) of MIGA guarantees against Political Risks</td>
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For a Total Commitment of $53B in 2012
IFC Portfolio:
- **Mozambique**: 5 active projects, $85.5M
- **Madagascar**: 3 active projects, $6.23M

Contacts:
- **Mozambique**:
  - Jumoke Jagun-Dokunmu, Country Manager
  - Rassula Calu, Assistant, rcalu@ifc.org
- **Madagascar**:
  - Kailash Ramnauth, Acting Country Manager
  - Malalatiana Ranaina Rahamefy, Assistant, mranainarahamefy@ifc.org
- **Communications Contact**:
  - Desmond Dodd, Head of Communications for Sub-Saharan Africa, ddodd@ifc.org
MIGA Portfolio:

- **Madagascar**: 2 active projects worth $20.54M
- **Mozambique**: 11 active projects worth $364.95M

Contact:

Olivier Lambert
Regional Manager, Europe, Middle East and Africa, based in Paris

olambert@worldbank.org
### Mozambique

#### All Projects

Showing 20 of 113 results

#### Refine by:

**Timeframe**
- Today
- Past 7 Days
- Past Month
- Past Year
- Specific Date Range

**Status**
- Active (37)
- Pipeline (6)
- Dropped (1)

<table>
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<tr>
<th>Project Title</th>
<th>Project ID</th>
<th>Commitment Amount</th>
<th>Status</th>
<th>Approval Date</th>
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<tr>
<td>Mozambique Climate Change Technical Assistance Project</td>
<td>P131195</td>
<td>2.0</td>
<td>Active</td>
<td>June 26, 2012</td>
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<td>MZ- AF to Education Sector Support Project</td>
<td>P124729</td>
<td>40.0</td>
<td>Active</td>
<td>May 1, 2012</td>
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<td>Cities and Climate Change</td>
<td>P123201</td>
<td>120.0</td>
<td>Active</td>
<td>April 3, 2012</td>
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<td>Eighth Poverty Reduction Support Credit (PRSC8)</td>
<td>P126226</td>
<td>110.0</td>
<td>Closed</td>
<td>March 15, 2012</td>
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<td>AFSF - Africa - Mozambique - Banco Oportunidade - BOM</td>
<td>P124732</td>
<td>0.05</td>
<td>Active</td>
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<td>MZ-Preparation and Supervision of the Pilot Public Works Program</td>
<td>P124216</td>
<td>1.8</td>
<td>Closed</td>
<td>October 14, 2011</td>
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<td>Support for upgrading the Chamanculo C Neighbourhood in accordance with the Global Strategy for URIS in Maputo Municipality</td>
<td>P127820</td>
<td>0.55</td>
<td>Active</td>
<td>September 20, 2011</td>
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Mozambique - Climate Change Development Policy Operation Project (English)

DETAILS
- Document Date: 2012/12/07
- Document Type: Project Information Document
- Report Number: AB7198
- Volume No: 1 of 1
- Country: Mozambique
- Region: Africa
- Disclosure Date: 2012/12/07
- Doc Name: Mozambique - Climate Change Development Policy Operation Project

DOWNLOADS
- COMPLETE REPORT IN ENGLISH
  - Official version of document (may contain signatures, etc)
  - DOCX
  - Official PDF, 6 pages, 0.42 mb
  - TXT
  *The text version is uncorrected OCR text and is included solely to benefit users with slow connectivity.

CITATION
Mapping for Results - Mozambique: 38 Active Projects, worth $1.1 B

http://maps.worldbank.org/afr/mozambique
Electronic Resources

- **World Bank General Website:**
  - Search by Countries and Topics or by Projects & Operations

- **Advanced Search for Projects**
  - [http://go.worldbank.org/YLPQAHBY40](http://go.worldbank.org/YLPQAHBY40)

- **Procurement Guidelines**
  - [http://go.worldbank.org/1KKD1KNT40](http://go.worldbank.org/1KKD1KNT40)

- **Procurement Notices**
  - [http://go.worldbank.org/YLPQAHBY40](http://go.worldbank.org/YLPQAHBY40)

- **Procurement Awards and Summary Reports**
  - [http://go.worldbank.org/BY6HRBV4E0](http://go.worldbank.org/BY6HRBV4E0)

- **Monthly Operational Summary**
  - [http://go.worldbank.org/OG8CL2BD20](http://go.worldbank.org/OG8CL2BD20)
2 critical steps/documents to track...

- **PID**: Project Information Document
- **PAD**: Project Appraisal Document

...that you can find in our MOS:
Monthly Operational Summary


... to submitting your bidding documents
Thank you

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