

This is not an ADB material. The views expressed in this document are the views of the author/s and/or their organizations and do not necessarily reflect the views or policies of the Asian Development Bank, or its Board of Governors, or the governments they represent. ADB does not guarantee the accuracy and/or completeness of the material's contents, and accepts no responsibility for any direct or indirect consequence of their use or reliance, whether wholly or partially. Please feel free to contact the authors directly should you have queries.

Pacific Infrastructure Business Opportunities Seminar

22 to 23 May 2024

9:00AM - 4:30PM

NADI, FIJI

PACIFIC



This is not an ADB material. The views expressed in this document are the views of the author/s and/or their organizations and do not necessarily reflect the views or policies of the Asian Development Bank, or its Board of Governors, or the governments they represent. ADB does not guarantee the accuracy and/or completeness of the material's contents, and accepts no responsibility for any direct or indirect consequence of their use or reliance, whether wholly or partially. Please feel free to contact the authors directly should you have queries.

EIB update

**Pacific Infrastructure Business
Opportunities Seminar**

NADI, FIJI

20-23 MAY 2024



**European
Investment Bank**

EIB at a glance

The Bank of the European Union



- One of the largest multilateral lenders and borrowers
- Over **€1.5 trillion** invested globally since 1958
 - *> 14,000 projects in over 160 countries*
 - *Crowding-in bank: € 4.9 trillion overall investment*
- Headquartered in **Luxembourg**
 - *4,200+ staff*
 - *60 offices around the world*

Operational Modalities

- Project-based institution
- Investment products
- Advisory services
- Mandates & partnerships
- Blending resources
- Broad range of clients

Our impact

in 2023

€320 bn investment supported

€87.85 bn as EIB financing

€8.44 bn for outside EU



254 million
additional
passenger trips
made on public
transport



17.3 million
citizens benefiting
from improved
infrastructure



1.9 million
citizens with
improved sanitation



11.6 million
new subscribers
with 5G services
enabled



2.6 million
citizens with new
waste collection
systems



1.5 million
citizens facing
reduced flooding
risk



13.8 million
households that
can be powered



4.9 million
citizens with safer
drinking water



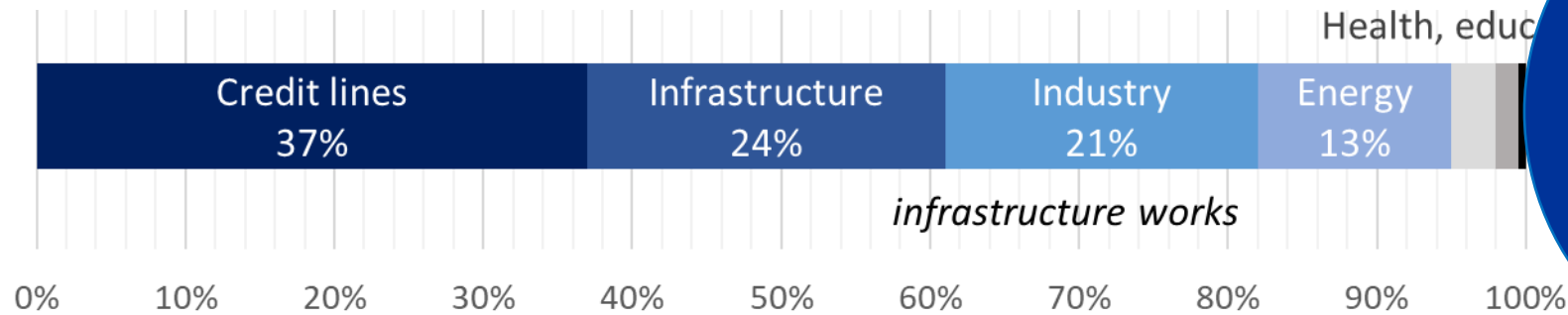
1.2 million
new students
benefiting from
educational facilities



46 600 GWh
of electricity
produced from
renewable energy
sources

EIB portfolio in Pacific

incl. PICs + OCTs and Timor-Leste



€760m in loans and equity, mobilizing a further €5.6bn in investment

Examples of EIB-supported projects

- Rehabilitating **rural bridges** in [PNG](#)
- Constructing a new **hospital** on the outskirts of Nouméa, [New Caledonia](#)
- Developing **telecommunication services** in [several PICs](#)
- Constructing a **water treatment plant** in [Fiji](#)
- Constructing a **sea water air-conditioning (SWAC)** system in the main hospital in Tahiti, [French Polynesia](#)
- Constructing the first **wind farm** in [Vanuatu](#)

EIB priorities in Pacific

incl. PICs + OCTs and Timor-Leste



Climate-proof
infrastructure
—
resilience to climate
change and natural
disasters

- Renewable energy and energy efficiency
- Water, sanitation and hygiene
- Connectivity infrastructure (transport, digital)
- Blue economy
- Waste management, Circular economy
- Sustainable management and use of natural resources, biodiversity and eco-systems

Indicative EIB pipeline in Pacific

incl. PICs + OCTs and Timor-Leste

Country	Implementing agency	Sector	Project	Scheme	Current status
Fiji	Energy Fiji Limited (EFL)	Energy & Extractives	FS - Qaliwana and Vatutokotoko hydro power plants	TA	Almost finalised
Fiji	Energy Fiji Limited (EFL)	Energy & Extractives	Construction of the Vatutokotoko hydropower plant (31 MW).	Blending	Planning
Fiji	Energy Fiji Limited (EFL)	Energy & Extractives	Construction of the Qaliwana dam and hydropower plant (22 MW);	Blending	Planning
Fiji	Energy Fiji Limited (EFL)	Energy & Extractives	Project management - technical assistance	TA	Planning

Indicative EIB pipeline in Pacific

incl. PICs + OCTs and Timor-Leste

Country	Implementing agency	Sector	Project	Scheme	Current status
Kiribati	Ministry for Line and Phoenix Islands Development	Transport	Feasibility study for the construction of a multi-purpose dam in Kiritimati	TA	Planning
Kiribati	Ministry for Line and Phoenix Islands Development	Transport	Technical Assistance (TA) for the implementation of the multi-purpose port project in Kiritimati	TA	Planning
New Caledonia	Enercal	Energy & Extractives	FS - 100 MW Pumping Energy Transfer Station	TA	In progress

Indicative EIB pipeline in Pacific

incl. PICs + OCTs and Timor-Leste

Country	Implementing agency	Sector	Project	Scheme	Current status
Papua New Guinea	PNG Ports Corporation Ltd	Transport	Rehabilitation and the upgrading of Rabaul Port	Blending	Planning
Papua New Guinea	PNG Ports Corporation Ltd	Transport	TA to support the implementation of the rehabilitation and the upgrading of Rabaul Port	TA	Planning
Solomon Islands	Solomon Water	Water	Reconfiguration of the Honiara sewerage system	Blending	Planning
Solomon Islands	Solomon Water	Water	TA to support the implementation of the Reconfiguration of the Honiara sewerage system project	TA	Planning

Indicative EIB pipeline in Pacific

incl. PICs + OCTs and Timor-Leste

Country	Implementing agency	Sector	Project	Scheme	Current status
Timor-Leste	Bee Timor-Leste (BTL)	Water	FS - Water supply and sanitation project - AGL Cluster	TA	In progress
Timor-Leste	Ministry of State Administration	Environment	FS - Integrated solid waste management system	TA	In progress

In addition, some prospects are being developed in PNG in the transport, water and energy sectors.

EIB Procurement Approach

In its dealings with external providers, the Bank is committed to respecting the fundamental **EU principles** regarding public procurement of works, goods and services: **efficiency, non-discrimination** and **transparency**.

The Bank considers that, as a general rule, these principles can be best implemented by **competition** among qualified tenderers and by a **selection** based both on cost and quality considerations (a.k.a **Value-for-Money procurement**).

Procurement documents. Promoters (borrowers) are fully responsible for implementing projects financed by the EIB. This includes all aspects of the procurement process, including procurement plans, drafting the tender documents, and awarding contracts, subject to EIB approvals as required. Tender documents must be drafted in such a way as to permit **wide international competition**.

EIB Procurement Approach

Publication: It is the **promoter (borrower)**'s responsibility to publish tenders on their **own website and/or in local press**. In addition, the project-related tenders might also be published on the **EU Official Journal of Tenders (TED)**, thanks to EIB support.

Local preference for goods: Borrowers may grant a **15% net price preference for goods** manufactured or produced in the domestic economy of the borrower. No preference is allowed in the case of works or services contracts.

Operations in the Private Sector: Promoters operating in the private sector normally satisfy the objectives of economy and efficiency by following established commercial practices. The Bank thus does not require that they follow public procurement procedures.

Where to find information

EIB website:
<https://www.eib.org/>

Procurement

- EIB website: <https://www.eib.org/en/about/procurement>
- EU Official Journal of Tenders (TED): <https://ted.europa.eu/en/advanced-search>

Guides

- Guide to procurement for projects finances by the EIB:
<https://www.eib.org/en/publications/guide-to-procurement>
- EIB's corporate and technical assistance procurement guide:
<https://www.eib.org/en/publications/20230383-eib-s-corporate-and-technical-assistance-procurement-guide>

AFD update

**Pacific Infrastructure Business
Opportunities Seminar**
NADI, FIJI

20-23 MAY 2024



AFD in Pacific Region

PICTs, OCTs, Timor Leste

Who are we?

- Public development bank, 100% owned by the French state, central role in the French cooperation and aid policy
- **Pacific region portfolio:** € 3 Bn as of end 2023
- **Mandate:**
 - All sectors in OCTs
 - Climate Change, Biodiversity, Ocean in PICTs
- **Approach:**
 - **Demand driven** → a response to a funding request from local authorities/ stakeholders
 - **Partnership approach** → to leverage / funds and impacts and preserve absorption capacity

Portfolio:

- Cable New Caledonia - Fiji
- Green Port (French Polynesia),
- Energy transition (Solar, wind and battery - New Caledonia and French Polynesia, PNG)
- Hospitals and medical centers in New Caledonia and French Polynesia
- Social Housing in New Caledonia
- Water and waste management through local governments
- National University of Vanuatu

Instruments for resilient infrastructures

- Sovereign loans
- Non-sovereign loans to state-owned entities (with or without state guarantee)
- Concessional loans
- Loans to private companies (Proparco)
- Grants
- French Technical Consultancy Fund (FEXTE)
- European Union fund delegation

Pipeline: Infrastructures resilient to the effects of climate change and natural disasters

- Green ports
- Renewable energy and energy efficiency
- Water
- Flood alleviation
- Blue economy
- Waste management
- Climate smart cables
- GHG emissions, seismic and cyclonic standards

Pacific Procurement Approach

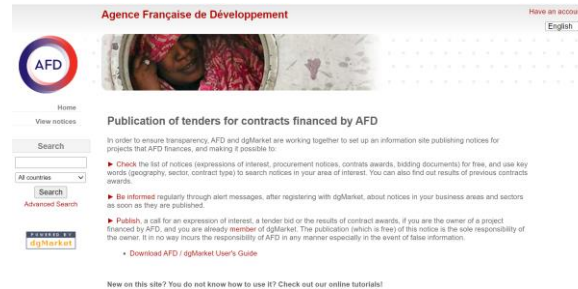
International best practices

- Competitive bidding process: best value for money
- Transparency
- Ethics and social and environmental responsibility
- Conformity with local regulation
- Untying of aid and no direct awards of contracts

Monitoring proper use of AFD's financing

- AFD's guidelines for competitive bidding to the contracting authorities
- Template documents
- E-learning platform

Where to find information



Afd.dgmarket website

<https://tenders-afd.dgmarket.com/>



E-learning courses on procurement

<https://www.procurement-elearning.afd.fr/my/>



Download the standard documents

<https://www.afd.fr/en/bid-invitations-and-procurement>

Spain update

**Pacific Infrastructure Business
Opportunities Seminar**

NADI, FIJI

20-23 MAY 2024



THANK YOU

**Pacific Infrastructure Business
Opportunities Seminar**

NADI, FIJI

20-23 MAY 2024