



# « Water in EU external action instruments »

## The role of national development agencies: cooperation opportunities for companies

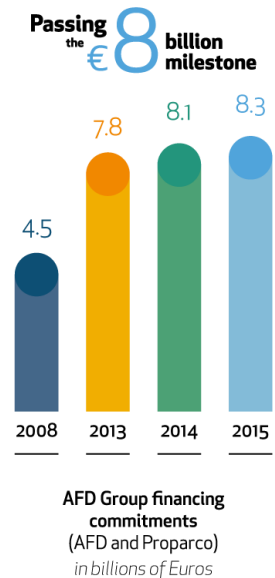
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Céline Gilquin  
Head of the Water and Sanitation Division

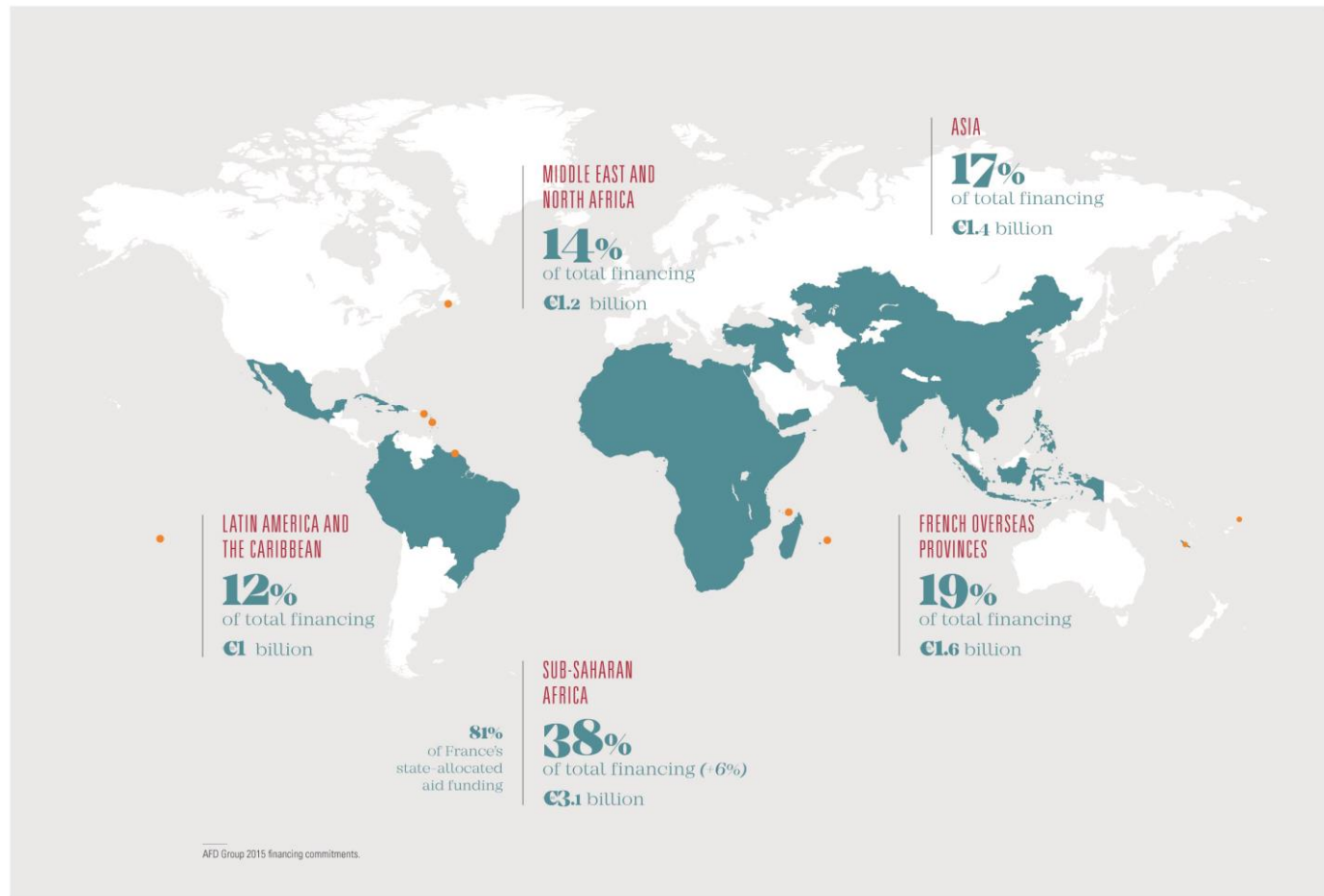
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# AFD in a nutshell

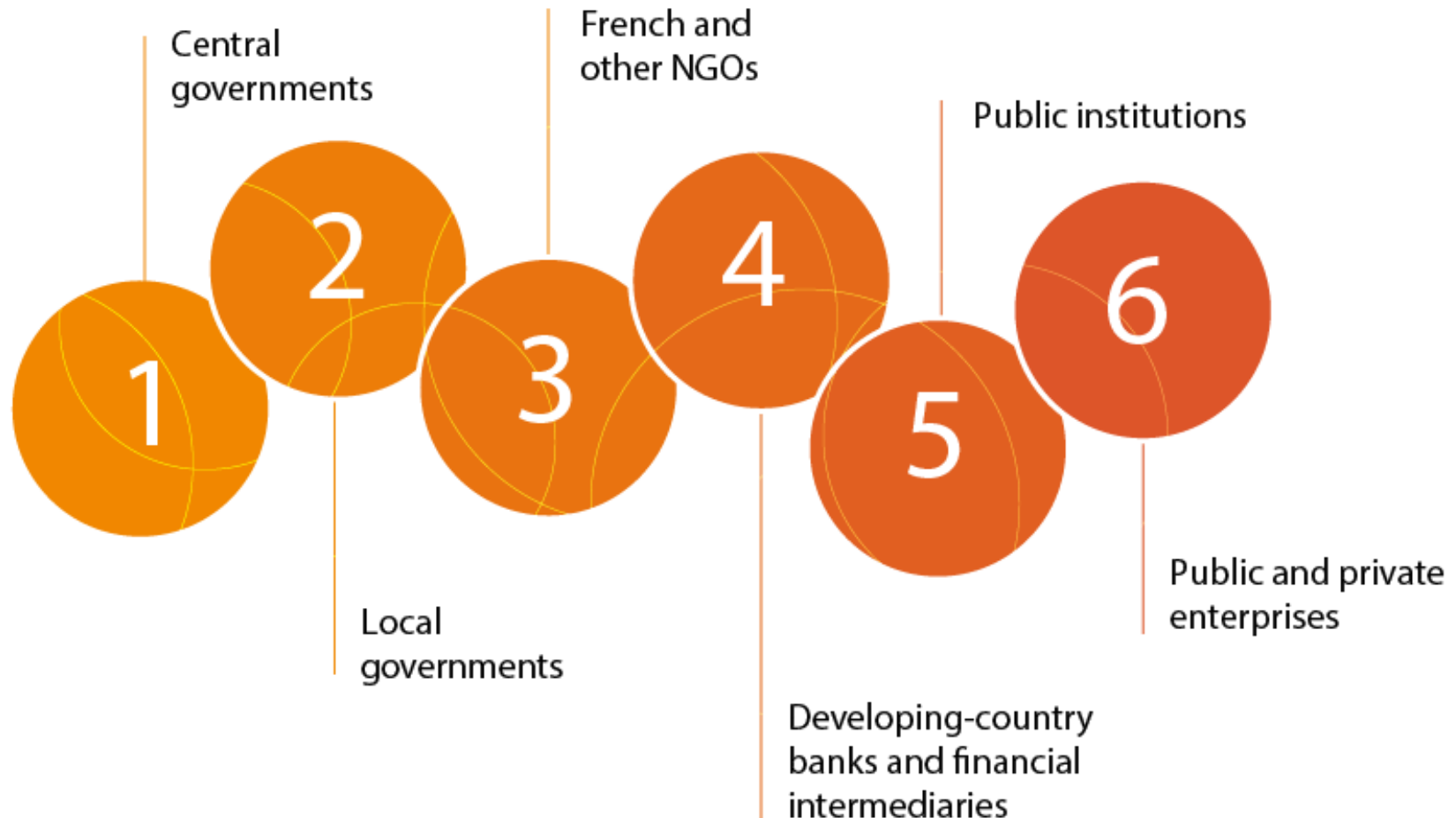
- € 8.3bn in financing commitments in 2015
- Target of € 12bn by 2020 (Presidential commitment)
- Operations in over 60 countries
- Over 1800 permanent staff



# Geographical coverage



# AFD's main financing beneficiaries



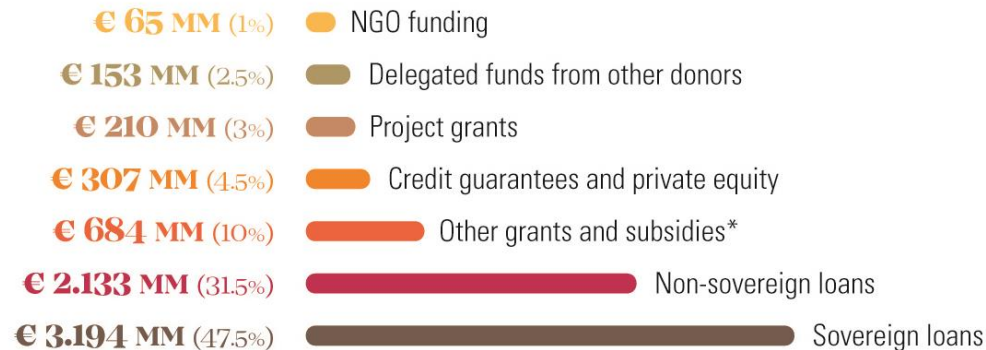
# A variety of financing tools

## Financial tools deployed *in millions of euros*

### IN THE FRENCH OVERSEAS PROVINCES



### IN FOREIGN COUNTRIES



\* Debt relief and development contracts, budget support



# Water and sanitation sector at AFD

- Water and sanitation = 10% of total annual financing commitments
  - € 836M in 2015 (average of € 700M a year)
  - 72 % for water and 28% for sanitation (2010-2012)
- 140 projets under implementation (representing € 4bn) , 25 new instructions per year
- Expected project outcomes (2015 financing commitments will contribute to) :
  - Provide sustainable access to drinking water for 2.3 million people
  - Provide sustainable access to sanitation for 0.4 million people
  - Improve the quality of the drinking water supply system for 11.1 million people
  - Improve the quality of the sanitation system for 1.5 million people
- Strategy implemented by a division of 25 staff at AFD headquarters in Paris and our local offices abroad



# Water and sanitation strategy for 2014-18

## ■ 4 areas of operation

- Strengthening the sectoral and governance frameworks
- Sustainable water resources management
- Sustainable access to water and sanitation services for all
- Stormwater drainage in urban areas in a context of increased vulnerability to climate change

## ■ Type of operations

- Infrastructure financing (over 90%)
- Capacity building and social awareness
- Knowledge production and partnerships

## ■ Financial instruments

- Loans (sovereign, non-sovereign, to private sector)
- Grants
- Delegation of funds (EU - 28 delegations for a total of € 243M - Green Fund, Bilateral cooperations...)
- Cofinancing

# Project cycle (1/2) : definition and financing decision

PROJECT AT  
INVESTOR  
LEVEL (State or  
operator)

AFD  
ASSESSMENT,  
VALIDATION  
AND BOARD  
APPROVAL

FINANCING  
AGREEMENT  
WITH  
BENEFICIARY  
(investor)

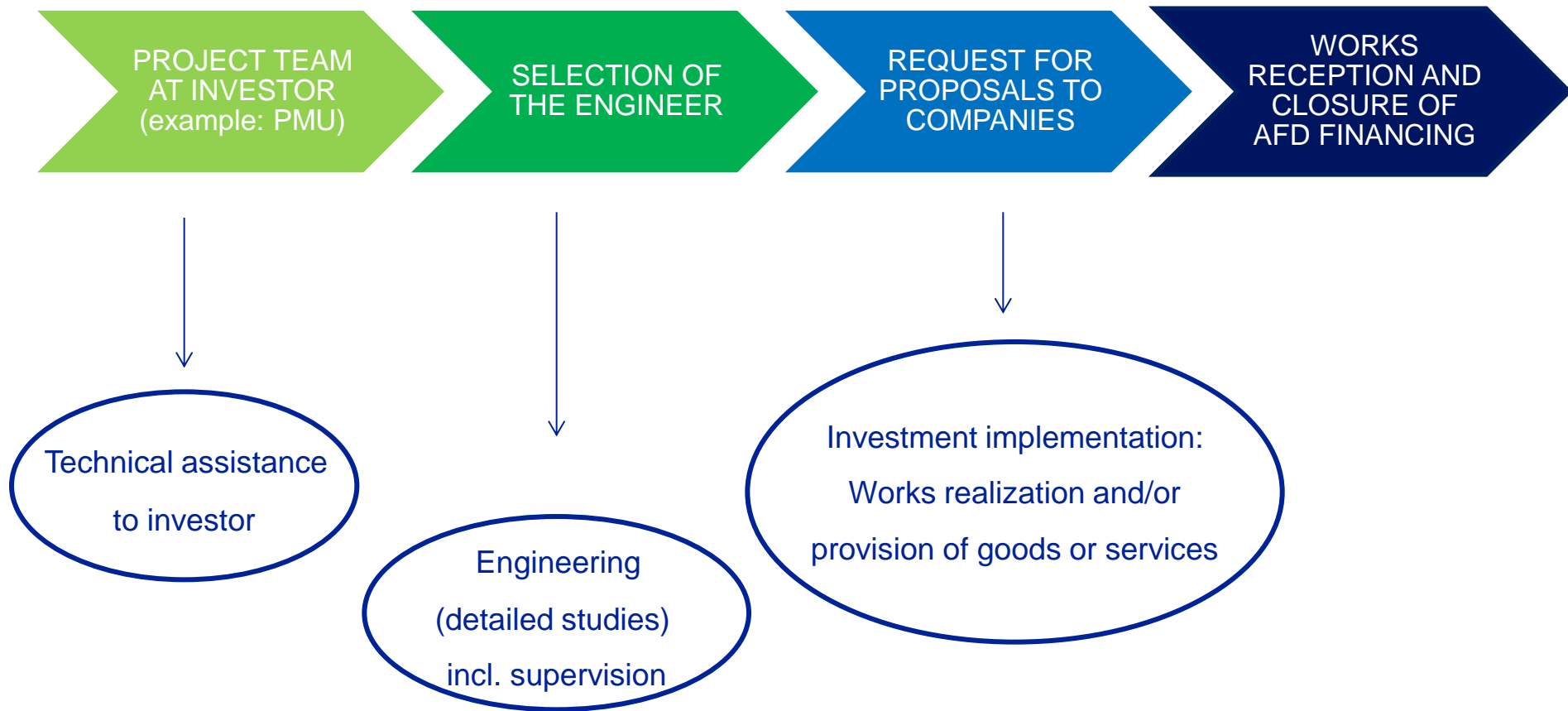
OPPORTUNITIES for COMPANIES:

pre-feasibility, feasibility studies

(on behalf of the investor with AFD funding or not)



## Project cycle (2/2) : implementation





# AFD General principles for procurement

## Roles and responsibilities

- The Beneficiary remains entirely responsible for the preparation and implementation of the procurement process
- No legal relationship exists between AFD and any entity other than the Beneficiary of the financing
- AFD is accountable for the efficient use of its financing and the absence of fraud and corruption
- Signed Statement of integrity is inserted in each contract funded with AFD funds.



# AFD General principles for procurement

## General Principles

- Procurement in compliance with laws applicable to the Beneficiary and AFD Guidelines
- Untied aid
- Competition is required
- High environmental and social standards
- AFD's financing cannot pay for indirect taxes or duties of any kind
- AFD no-objection required at all stages of procurement process



# Publication of procurement notices

- Website for publication of procurement notices by contracting authority
  - Address : [www.dgmarket.com](http://www.dgmarket.com) and <http://afd.dgmarket.com>
  - Free of charge for contracting authorities and bidders
  - Advertisement done online directly by the contracting authority
  - Publication of Request for Expression of Interest, Procurement notice, shortlists and contract awards
- Advertisement by the contracting authority in the local, regional or international press
- Standard bidding documents available for the contracting authority



# Examples: project preparation contracts

## ■ PALESTINE

- Water and Sewerage Master Plan for the North and North-West Region of the West Bank
- Consultant: GITEC (Germany)
- Contract cost: € 0.5M (18 months)

## ■ CAMEROON

- Sanitation Master Plan (Yaoundé)
- Consultant: STUDY (Tunisia)
- Contract cost: 300,000 € (12 months)



# Examples: technical assistance to investor

## ■ BURKINA FASO

- Technical support to ONEA (Office national de l'Eau et de l'Assainissement)
- Consultant: ANTEA (France)
- Contract cost: € 0,4M (36 months)

## ■ MOROCCO – Sanitation national programme

- Technical assistance to ONEE
  - Consultant: GkW Consult (Germany)/Nord Dirassat (Morocco)
  - Contract cost: € 6.8M
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- Technical assistance to ONEE and programme coordination
  - Consultant: SGI Ingénierie (Switzerland)/G2C (France)/Setragedec (Morocco)
  - Contract cost: € 7.5M



# Examples: engineer contracts

## ■ BURKINA FASO (Ouagadougou)

- Engineer for the ZIGA II project (extension of water production capacity)
- Contractor: GkW Consult (Germany)/BRLi (France)
- Contract cost: € 1.4M (28 months)

## ■ INDIA (Rajasthan)

- Engineer to the Jodhpur water supply improvement project
- Consultant: SHAH Engineering (India)/Seureca (France)
- Contract cost: € 1M (5 years)

# Examples: infrastructure contracts

## ■ CAMBODIA (Phnom Penh)

- Construction of water production facility (130 MLD) under design & build conditions
- Contractor: Vinci Construction Grands Projects (France)
- Contract cost: USD 21.3M + € 5.3M (30 months)

## ■ CAMEROON (Yaoundé)

- Rehabilitation of transmission lines up- and downstream of the Méfou water production facility
- Contractor: SOGEA-SATOM (France)/Ludwig Pfeiffer (Germany)
- Contract cost: € 11.4M (21 months)

## ■ MALI (Bamako) – Kabala project (Lot 3)

- Canalisation de refoulement
- Contractor: SOGEA SATOM (France) / Denys (Belgium)
- Contract cost: € 15.7M (16 months)





Thank you for your attention

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