

# EUROPEAN FINANCIAL ACTORS IN EXTERNAL AID





# Preface

The European Commission is increasingly relying on the Member States' Development Finance institutions to carry out infrastructure, energy and city projects in low and middle income-countries worldwide. These projects are no longer funded with EU grants, but through blended financial instruments that have a grant component. With blending on the rise, European Development Financing Institutions are growing steadily and becoming key players of the European External Action. This leaflet provides an overview of the four main Public Development Financing Institutions in Europe, and is a useful tool for the European External Aid Committee to follow their evolution and contribute to the dialogue with Multilateral Development Banks through FIDIC. It is also a good source of information for Member Associations in their interaction with Development Institutions in their home countries and for companies doing business with European development funds.

We hope this effort will be useful for all engineers and consultants, but also our partners in the construction industry.

Ines Ferguson

Chair EFCA European External Aid Committee

# AFD – FICHE

AGENCY AFD / COUNTRY France / YEAR FIGURES AVAILABLE 2017



**ACCREDITED TO MANAGE EU FUNDS** ..... yes

**YEAR OF ACCREDITATION** ..... 2008

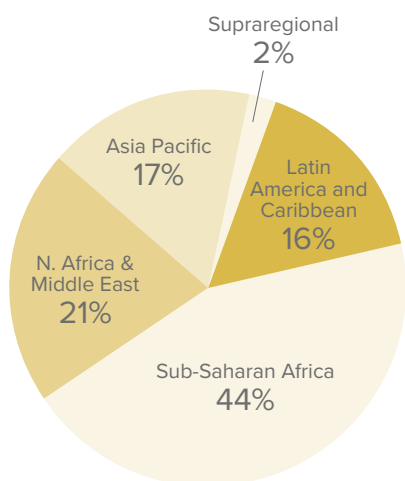
**NUMBER OF STAFF** ..... 1.500

## Financial Instruments (estimated Outside EU)

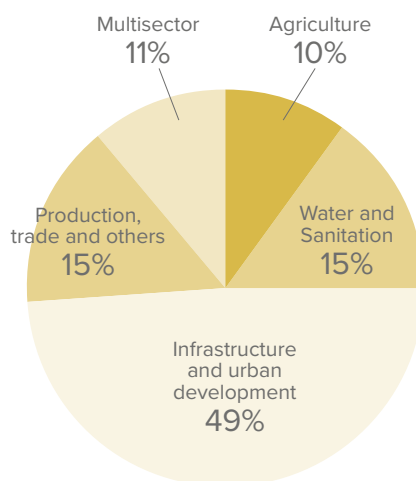
	2016	2017	2018
<b>Yearly funding (M €)</b>	<b>9.400</b>	<b>10.340</b>	<b>11.400</b>
Grants (M €)	213	323	400
Loans / Equity / Gurantee (M €)	8.611	9.444	10.400
Delegated Funds (M €)	466	573	600

## DISTRIBUTION

### REGIONAL



### SECTOR



### CALLS FOR TENDERS

#### Procurement Procedures for Consultants

AFD Procedures	20%
Country Systems	80%
Mixed AFD-Country Systems	0%
Other (specify)	0%

*If AFD and Country Systems are conflicting, AFD procedures prevail.*

### Type of procedure

Open	Restricted
0%	100%

Short list of maximum "X" companies	6		
Eligibility restrictions	yes	<i>If yes, specify</i>	<i>Financial sanction lists of EU, United Nations, and France</i>
Own procurement portal	yes	<i>afd.dgmarket.com</i>	
<b>PUBLICITY</b>			
• Publication of procurement plans	no		
• Publication of prior information notices	yes		
• Publication of Contract Notices in TED	yes		
• Publication of shortlists	no		
• Publication of awards	no		
<b>MANAGEMENT OF TENDER PROCEDURE</b>			
• Direct Management	%	<i>Not usually</i>	
• Tender Agents	%	<i>Not usually</i>	
• Contracting Authority management	100%		
Quality/Cost Evaluation criteria	80/20		
Abnormally Low Tender criteria	yes	<i>If yes, specify</i>	<i>Tender rejection should happen if a discrepancy is found between the technical proposal and the financial proposal</i>
Sustainability criteria	no	<i>If yes, specify</i>	
Completion certificates in EOI	no		
Stand-still period before award	days	<i>None</i>	
Direct payment from Agency	yes	<i>If no, specify</i>	
Payment in Euro	yes		
Advance payment	yes	<i>If yes, specify</i>	20%
Guarantees required	no	<i>If yes, specify</i>	
Insurances required	yes	<i>If yes, specify</i>	<i>professional liability, third party liability</i>
Maximum payment period	60 days		
Penalties for delays	yes	<i>If yes, specify</i>	200€ per day
Obligation of permanent establishment	yes/no	<i>If yes, specify</i>	<i>Only if the law requires it</i>
Clear tax and customs arrangements	yes	<i>If no, specify</i>	
Security costs in reimbursables	no		
Subcontracting limitation	%	<i>None</i>	
Law applicable	country		
DAB for settlement of disputes	yes		

# KFW – FICHE

AGENCY KfW Development Finance / COUNTRY Germany / YEAR FIGURES AVAILABLE 2017



**ACCREDITED TO MANAGE EU FUNDS** ..... yes

**YEAR OF ACCREDITATION** ..... 2008

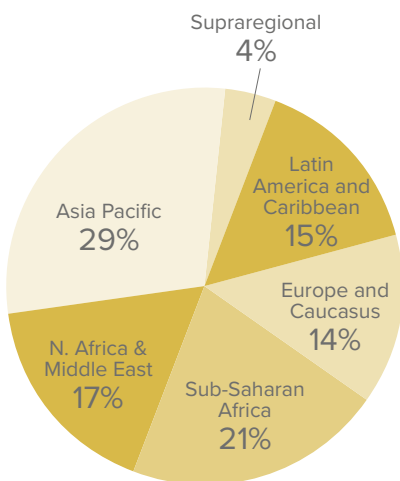
**NUMBER OF STAFF** ..... 500

## Financial Instruments (estimated Outside EU)

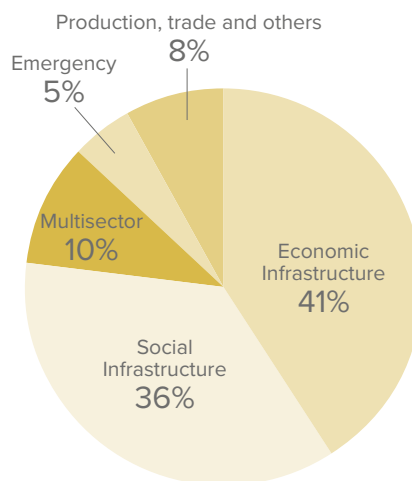
	2016	2017	2018
<b>Yearly funding (M €)</b>	<b>7.264</b>	<b>8.184</b>	<b>8.692</b>
Grants (M €)	1.817	2.746	2.625
Loans / Equity / Gurantee (M €)	5.204	4.971	5.589
Delegated Funds (M €)	243	467	478

## DISTRIBUTION

### REGIONAL



### SECTOR



### CALLS FOR TENDERS

#### Procurement Procedures for Consultants

KfW Procedures	100%
Country Systems	%
Mixed KfW-Country Systems	%
Other (specify)	%



Type of procedure

Open	Restricted	
80%	20%	<i>Estimated</i>

Short list of maximum “X” companies	6		<i>Mostly &lt;6, due to experience</i>
Eligibility restrictions	No	<i>If yes, specify</i>	
Own procurement portal	No		
<b>PUBLICITY</b>			
• Publication of procurement plans	No	<i>Via gtaï</i>  <i>For the bidders</i>	
• Publication of prior information notices	Yes		
• Publication of Contract Notices in TED	No		
• Publication of shortlists	Yes		
• Publication of awards	No		
<b>MANAGEMENT OF TENDER PROCEDURE</b>			
• Direct Management		<i>Estimation due to Experience in the past</i>	
• Tender Agents	25%		
• Contracting Authority management	60% 15%		
Quality/Cost Evaluation criteria	00/00		
Abnormally Low Tender criteria	No	<i>If yes, specify</i>	
Sustainability criteria	Yes	<i>If yes, specify</i>	<i>Very strong ones (eshs) from 2019</i>
Completion certificates in EOI	Yes		
Stand-still period before award	Days	<i>Due to negotiation</i>	
Direct payment from Agency	Yes	<i>If no, specify</i>	<i>Exceptions</i>
Payment in Euro	Yes		
Advance payment	Yes	15%	<i>Up to eur 150.000 Without payment guarantee</i>
Guarantees required	Yes	<i>If yes, specify</i>	<i>See before</i>
Insurances required	Yes	<i>If yes, specify</i>	<i>Contract sum should be covered</i>
Maximum payment period	50	<i>Differs (30 - 50)</i>	
Penalties for delays	Yes	<i>Max 8% of contract sum</i>	
Obligation of permanent establishment	No	<i>If yes, specify</i>	
Clear tax and customs arrangements	Yes	<i>If no, specify</i>	<i>Becomes more and more evident</i>
Security costs in reimbursables	Yes		
Subcontracting limitation	50%	<i>By experience</i>	
Law applicable	Germany	<i>Sometimes country</i>	
DAB for settlement of disputes	Yes		

# EBRD – FICHE

AGENCY EBRD / COUNTRY EUROPE / YEAR FIGURES AVAILABLE 2017



**ACCREDITED TO MANAGE EU FUNDS** ..... yes

**YEAR OF ACCREDITATION** ..... 2007

**NUMBER OF STAFF** ..... 2.047

## Financial Instruments (estimated Outside EU)

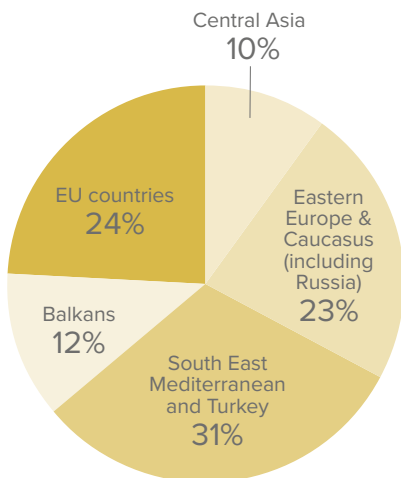
	2016	2017	2018
<b>Yearly funding (M €)</b>	<b>9.390</b>	<b>9.670</b>	<b>9.800</b>
Grants (M €)	147	145	146
Loans / Equity / Gurantee (M €)	9.243	9.525	9.654

## Distribution of the spending in 2017

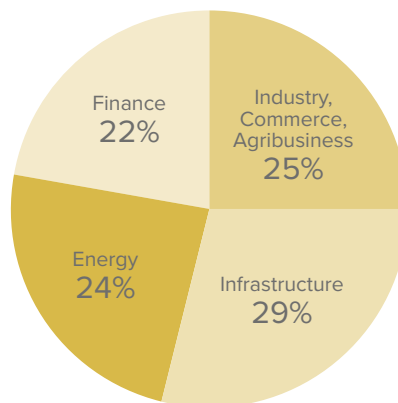
Loans to governments	Loans to private sector	Guarantees & other financial instruments
24%	71%	5%

## DISTRIBUTION

### REGIONAL



### SECTOR



### % OF GRANTS DEDICATED TO CALLS FOR TENDERS

Consultancy Contracts 2017:

- 111 M € from TC
- 34 M € from Loans

Total: 145 M

### CALLS FOR TENDERS

Procurement Procedures for Consultants

EBRD Procedures	100%
Country Systems	%
Mixed EBRD-Country Systems	%
Other (specify)	%



### Type of procedure

Direct award	Competitive	
40 %	60 %	Mostly SINGLE STAGE procurement in competitive procedures

Short list of maximum “X” companies	6	
Eligibility restrictions	No	
Own procurement portal	Yes	<i>Bank’s Procurement eSelection: <a href="http://www.ebrd.com/eselection">http://www.ebrd.com/eselection</a> – Public Client’s Procurement <a href="https://ecep.ebrd.com/delta/noticeSearchResults.html">https://ecep.ebrd.com/delta/noticeSearchResults.html</a></i>
<b>PUBLICITY</b>		
• Publication of procurement plans	Yes	
• Publication of prior information notices	Yes	
• Publication of Contract Notices in TED	Yes	
• Publication of shortlists	Yes	
• Publication of awards	Yes	
<b>MANAGEMENT OF TENDER PROCEDURE</b>		
• Direct Management	77%	
• Tender Agents	0%	
• Contracting Authority management	23%	
Quality/Cost Evaluation criteria	00/00	<i>As a general practice this is done on an 80/20 basis. The exact ratio is specified in the tender documents. In any case the weight for the technical offer must not be less than 60%.</i>
Abnormally Low Tender criteria	No	<i>For Works Contracts</i>
Sustainability criteria	Yes	<i>Environmental and Social Safeguards</i>
Completion certificates in EOI	No	
Stand-still period before award	No	<i>Unless requested by the Client</i>
Direct payment from Agency	Yes	<i>In TC and Bank funded contracts</i>
Payment in Euro	Usually	
Advance payment	No	
Guarantees required	No	
Insurances required	Yes	<i>The Service Provider shall maintain in effect throughout the Term of Engagement, at its own expense and to the satisfaction of the Bank, insurance covering work activity and comprehensive general liability insurance including professional liability coverage.</i>
Maximum payment period	days	<i>30 days</i>
Penalties for delays	Yes	<i>Late interest rates on the amount invoices</i>
Obligation of permanent establishment	No	
Clear tax and customs arrangements	Yes	
Security costs in reimbursables	No	
Subcontracting limitation	%	<i>Subcontracting is allowed. The tenderer may subcontract the tasks to other economic operators, as long as services are provided in accordance with the ToR and have no impact on the prices proposed in its financial proposal.</i>
Law applicable	Country	<i>English Law</i>
DAB for settlement of disputes	Yes	<i>Complaints Mechanisms of the EBRD, when EBRD is a Contracting Authority</i>

# EIB – FICHE

AGENCY EIB / COUNTRY EUROPE / YEAR FIGURES AVAILABLE 2017



**ACCREDITED TO MANAGE EU FUNDS** ..... yes

**YEAR OF ACCREDITATION** ..... 2007

**NUMBER OF STAFF** ..... 3.500

## Financial Instruments

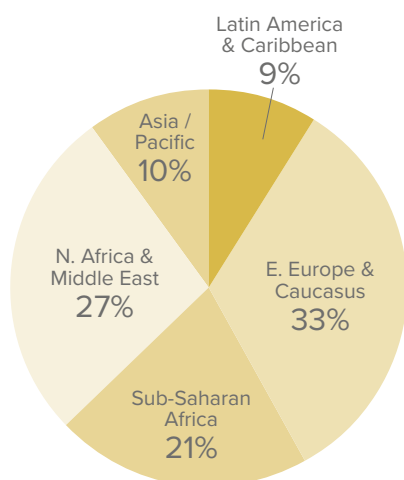
		2016	2017	2018
<b>Yearly funding (M €)</b>	<b>Amounts signed (Total)</b>	<b>83.800</b>	<b>69.881</b>	<b>55.628</b>
	<b>of which Outside EU</b>	<b>8.400</b>	<b>7.302</b>	<b>7.808</b>
Grants (M €)		375	400	450
Loans (M €)		8.400	7.302	7.808

## Distribution of the spending in 2017

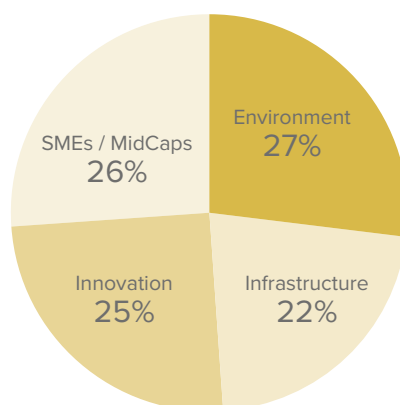
Loans to governments	Loans to private sector	Guarantees & other financial instruments
22 %	70 %	8 %

## DISTRIBUTION

### REGIONAL



### SECTOR



### % OF GRANTS DEDICATED TO CALLS FOR TENDERS

Technical Assistance  
Operations 2017:

Total: 268 M €

### CALLS FOR TENDERS

Procurement Procedures  
for Consultants

EIB Procedures	100%
Country Systems	%
Mixed EIB-Country Systems	%
Other (specify)	%

## Type of procedure

Open	Restricted	
2%	98%	Use of SINGLE STAGE or OPEN procurement since 2018. The ratio will increase in the following years.

Short list of maximum "X" companies	8	
Eligibility restrictions	Yes	In the cases of financing a contract with resources from third parties, the eligibility of tenderers is governed by the rules applicable to the corresponding mandate/ programme.
Own procurement portal	No	
<b>PUBLICITY</b>		
Publication of procurement plans	Yes	
Publication of prior information notices	Yes	
Publication of Contract Notices in TED	Yes	
Publication of shortlists	Yes	
Publication of awards	Yes	
<b>MANAGEMENT OF TENDER PROCEDURE</b>		
Direct Management	%	
Tender Agents	%	
Contracting Authority management	100%	When EIB is contracting authority, EIB manages tender procedure. When procurement is delegated to the promoter, promoter manages tender procedure according to EIB Guide to Procurement.
Quality/Cost Evaluation criteria	00/00	As a general practice this is done on an 80/20 basis. The exact ratio is specified in the tender documents. In any case the weight for the technical offer must not be less than 60%.
Abnormally Low Tender criteria	Yes	The Contracting Authority can reject tenders that appear to be abnormally low in relation to services concerned. However, the Contracting Authority shall assess the information provided by consulting the tenderer and it may only reject the tender where the evidence supplied does not satisfactorily account for the low level of price or costs proposed.
Sustainability criteria	No	
Completion certificates in EOI	No	
Stand-still period before award	10 or 15 days	10 calendar days if the notification of award is sent to tenderers by fax or electronic means, and 15 days if the notification is sent by other means.
Direct payment from Agency	Yes	
Payment in Euro	Usually	
Advance payment	Yes	Pre-financing should not exceed 30% of the total value of the service contract.
Guarantees required	Yes	When the pre-financing requested is equal to or below EUR 100,000, no pre-financing guarantee is required. For any pre-financing above EUR 100 000, the Contractor shall provide a financial guarantee for the full amount of the pre-financing payment.
Insurances required	Yes	The Service Provider shall maintain in effect throughout the Term of Engagement, at its own expense and to the satisfaction of the Bank, insurance covering work activity and comprehensive general liability insurance including professional liability coverage.
Maximum payment period	days	For assignments within EU28: 30 days upon approval of deliverables by the Bank. For assignments outside EU - 45 days and for EDF-funded TA operations there are 90 days.
Penalties for delays	Yes	late interest rates on the amount invoices
Obligation of permanent establishment	No	
Clear tax and customs arrangements	Yes	
Security costs in reimbursables	No	
Subcontracting limitation	%	Subcontracting is allowed. The EIB may set thresholds for the volume or proportion of activities that may be subcontracted.
Law applicable	country	French law for contracts between the Contracting Authority and consultants, signed in French, Luxembourgish law for English based contracts
DAB for settlement of disputes	Yes	Complaints Mechanisms of the EIB, when EIB is a Contracting Authority

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