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World Bank Group – Advisor to the Executive Director

Navigating through the World Bank Group ***How to start the dialogue and find the opportunities***

Napoli May 15, 2018

Bologna May 16, 2018



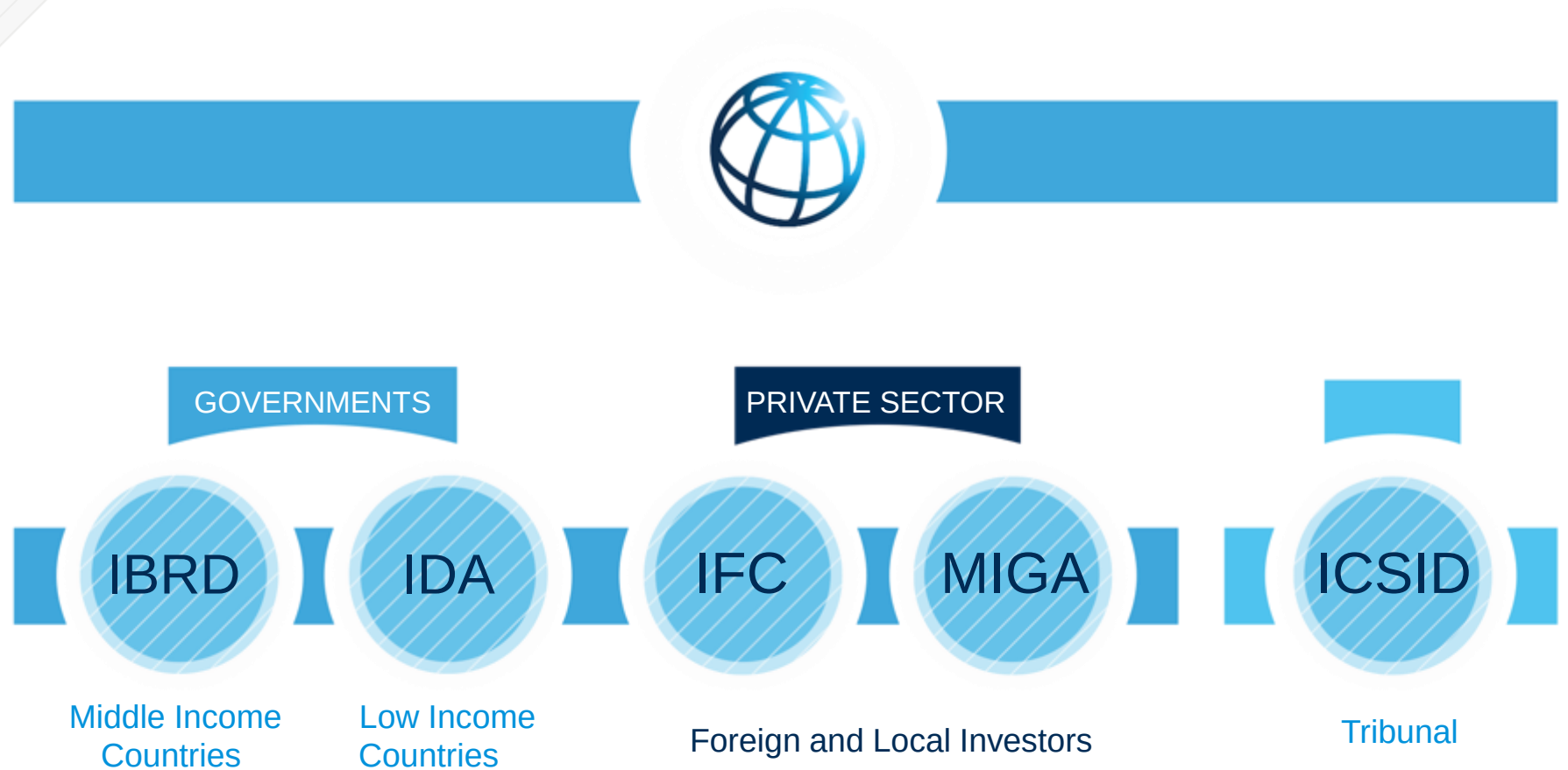
Outline of the presentation

- The World Bank Group
- Working with governments
- Working with the private sector
- The governance
- The Board and the Staff
- Twin goals, three priorities and policies
- Projects opportunities
- Knowledge-sharing opportunities

The World Bank Group

The World Bank Group is one of the world's largest sources of **funding** and **knowledge** for developing countries, consisting of five institutions with a common commitment to reducing poverty, increasing shared prosperity, and promoting sustainable development.

The World Bank Group



The Institutions of the World Bank Group

International Bank for Reconstruction and Development (IBRD)

Lends to governments of middle-income and creditworthy low-income countries.

International Development Association (IDA)

Provides interest-free loans, or credits, and grants to governments of the poorest countries.

International Finance Corporation (IFC)

Provides loans, equity, and advisory services to stimulate private sector investment in developing countries.

Multilateral Investment Guarantee Agency (MIGA)

Provides political risk insurance and credit enhancement to investors and lenders to facilitate foreign direct investment in emerging economies.

International Centre for the Settlement of Investment Disputes (ICSID)

Provides international facilities for the conciliation and arbitration of investment disputes.

The World Bank Group financing for Partner Countries

BY FISCAL YEAR, MILLIONS OF DOLLARS

	2013	2014	2015	2016	2017
WORLD BANK GROUP					
Commitments ^a	50,232	58,190	59,776	64,185	61,783
Disbursements ^b	40,570	44,398	44,582	49,039	43,853
IBRD					
Commitments	15,249	18,604	23,528	29,729	22,611
Disbursements	16,030	18,761	19,012	22,532	17,861
IDA					
Commitments	16,298	22,239	18,966	16,171	19,513 ^c
Disbursements	11,228	13,432	12,905	13,191	12,718 ^c
IFC					
Commitments ^d	11,008	9,967	10,539	11,117	11,854
Disbursements	9,971	8,904	9,264	9,953	10,355
MIGA					
Gross issuance	2,781	3,155	2,828	4,258	4,842
Recipient-Executed Trust Funds					
Commitments	4,897	4,225	3,914	2,910	2,962
Disbursements	3,341	3,301	3,401	3,363	2,919

a. Includes IBRD, IDA, IFC, Recipient-Executed Trust Fund (RETF) commitments, and MIGA gross issuance. RETF commitments include all recipient-executed grants, and therefore total World Bank Group commitments differ from the amount reported in the Bank Group Corporate Scorecard, which includes only a subset of trust-funded activities.

b. Includes IBRD, IDA, IFC, and RETF disbursements.

c. Figures include the commitment and disbursement of a \$50 million grant for the Pandemic Emergency Financing Facility.

d. Long-term commitments for IFC's own account. Does not include short-term finance or funds mobilized from other investors.

Working with Governments

MIDDLE INCOME

Borrows \$
by selling bonds

IBRD

Cost of borrowing
+ Bank spread
up to 35 years

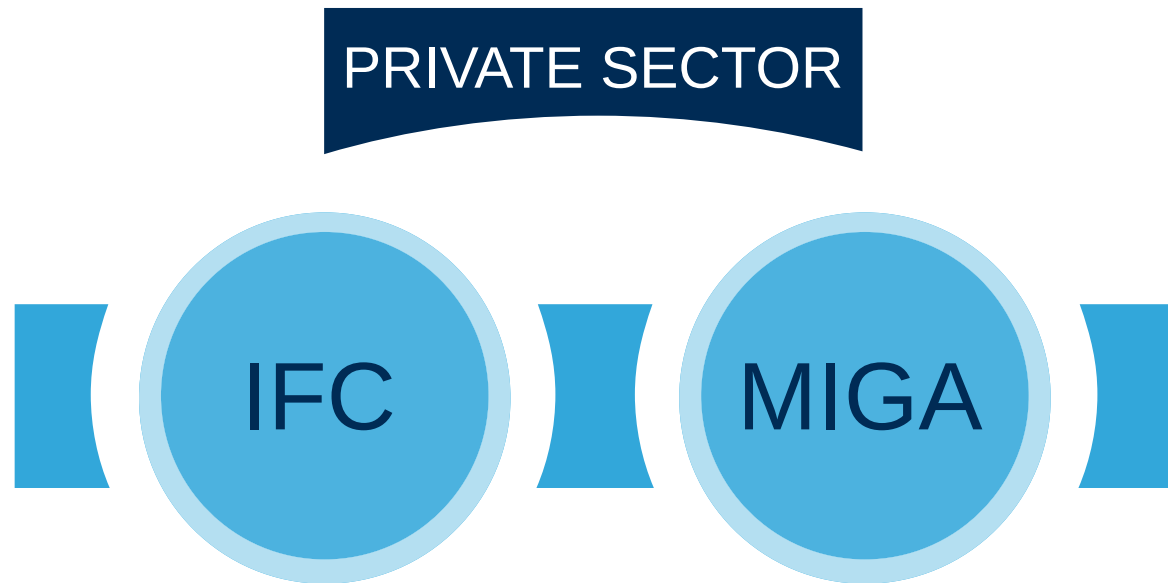
LOW INCOME

Donors, Markets,
IBRD/IFC
and Repayments

IDA

0%
up to 38 years,
6 year grace

Working with the Private Sector

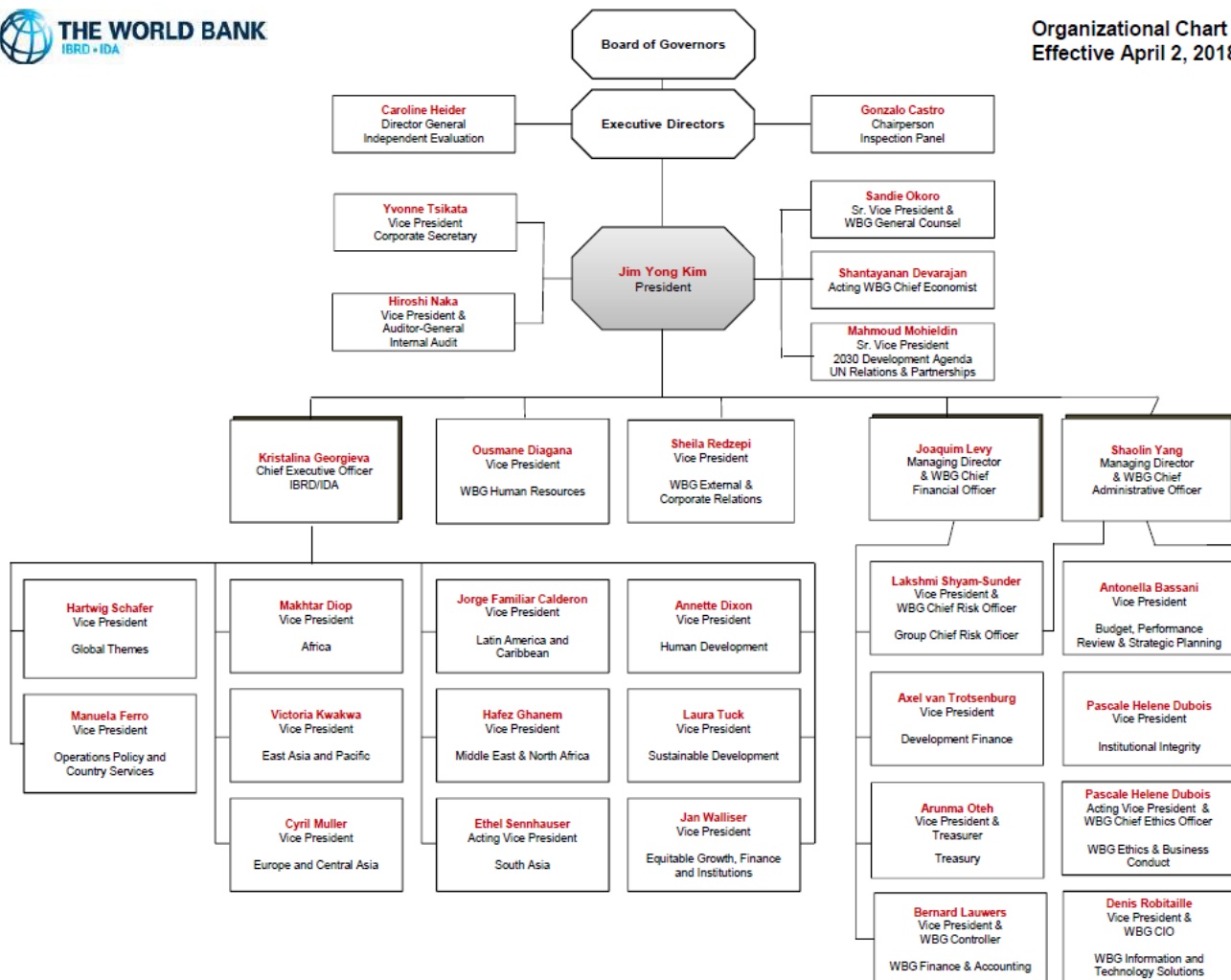


Foreign and Local Investors

The WBG Organization: Board and Staff



Organizational Chart
Effective April 2, 2018





The Board

The Board

The current Boards of the World Bank Group consist of 25 Directors.

The 25 resident Executive Directors, representing the World Bank's 189 member countries, are responsible for the conduct of the general operations of the World Bank under delegated powers from the Board of Governors.

The Executive Directors select a President, who serves as Chair of the Board.

The current Board term is from November 2016 to October 2018.

Executive Directors are appointed or elected by the Governors.

The Board

Executive Directors guide the general operations and strategic direction of the entire World Bank Group, and they represent member countries' viewpoints on the Bank's role.

They decide on :

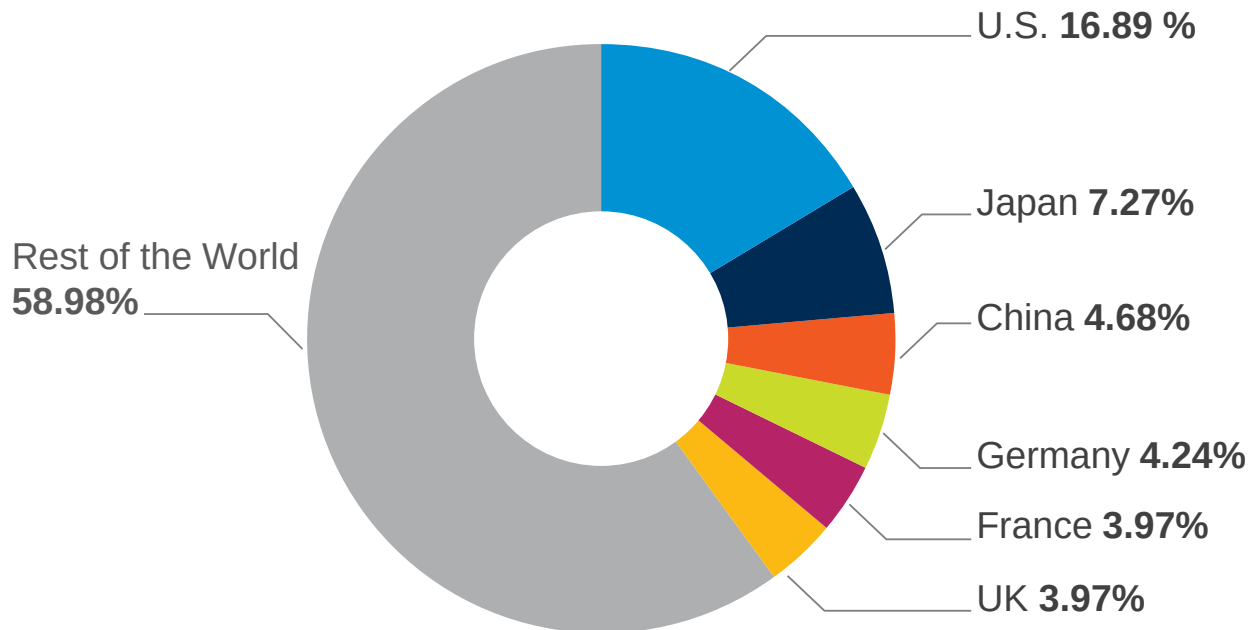
- proposals made by the President for IBRD and IDA loans, credits, grants, and guarantees;
- new policies;
- The administrative budget;
- other operational or financial matters.

They also discuss Country Partnership Frameworks—the central tool by which management and the Board review and guide the Bank Group's engagement with client countries and support for development programs.

Moreover, Executive Directors are responsible for presenting to the Board of Governors an audit of accounts, an administrative budget, and the World Bank's Annual Report.

Governance

Our Constituency's shareholding is 3.43%
Italy's shareholding is 2.78%



(% of shares as of 03/30/2018)

Shareholders

Member Countries
[189]

Board of Governors
[189]

Board of Directors
[25]

President

Management and
Staff

Recent milestone achieved by the Board

At the end of last Spring Meetings (April 2018) the World Bank Group announced the successful conclusion of the negotiations among shareholder on a historical financial and policy package.

The financial package includes a US\$13 billion capital increase, consisting of US\$7.5 billion for IBRD and US\$5.5 billion for IFC. (The current capital is about US\$15 billion in IBRD and US\$2.5 billion in IFC).

This is a transformative package, comprising fundamental institutional and financial reforms. These include internal efficiency and revenue measures, and an increase in capital that will support a financially sustainable and efficient WBG.

EDS21 Office

The Office of the Executive Director EDS21 represents the governments of Albania, Greece, Italy, Malta, Portugal, San Marino, and Timor-Leste.

The mission of our Office is

- to represent the constituency countries in meetings at the World Bank Group, as well as in direct consultations and negotiations with other Executive Directors' offices;
- to gain support for the World Bank Group's twin goals of ending extreme poverty by 2030 and boosting globally shared prosperity.

Staff



16,000 Staff

.....
15,000 STCs

150

Country offices

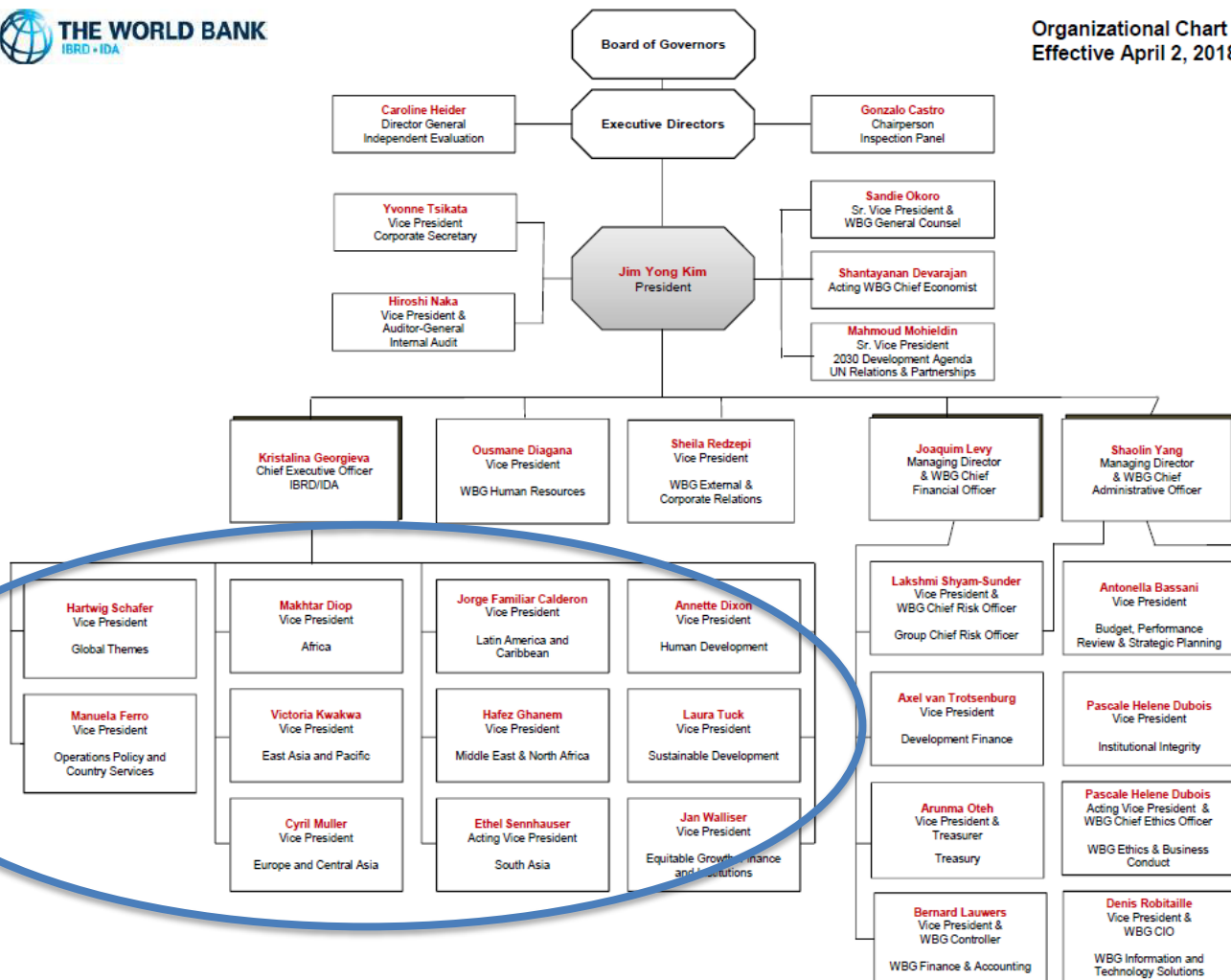
174

nationalities

The WBG Organization: Board and Staff



Organizational Chart
Effective April 2, 2018



The WBG Organization: Staff

Regions

Middle East & North Africa
Africa
East Asia & Pacific
South Asia
Europe & Central Asia
Latin America & Caribbean
Western Europe

Practices and Global Themes

Equitable Growth, Finance and Institutions:

Finance, Competitiveness and Innovation
Governance
Macroeconomics, Trade and Investment
Poverty & Equity

Human Development:

Education
Health, Nutrition & Population
Social Protection & Labor

The WBG Organization: Staff

Practices and Global Themes

Sustainable Development: Agriculture
Climate Change
Energy & Extractives
Environment & Natural Resources
Social, Urban, Rural & Resilience
Transport & Digital Development
Water

Global Themes: Climate Change
Fragility, Conflict & Violence
Gender
Knowledge Management
Infrastructure, PPPs & Guarantees

WBG Policies and strategy to help countries achieve their Development Priorities

The twin goals

The twin goals of WBG are ending extreme poverty by 2030 and boosting globally shared prosperity.

Three priorities

Three priorities guide the WBG work with countries:

1. accelerating sustainable and inclusive economic growth;
2. investing in people in order to build human capital;
3. fostering resilience to global shocks and threats.

Working across interconnected sectors, with an increasing array of diverse partners, the WBG aim to improve the economic prospects of countries and people around the world.

WBG Policies and strategy to help countries achieve their development priorities

Accelerate Growth

To accelerate sustainable and inclusive economic growth the WBG support Client Countries in:

- Pursuing low-carbon energy
- Providing safe water and sanitation for all
- Reaping the benefits of digital technologies
- Improving transport connectivity
- Partnering with the private sector on infrastructure
- Boosting agriculture to create jobs
- Strengthening protection for natural resources
- Promoting investment through reforms to reduce risk
- Tapping new sources of financing promoting capital market development
- Mobilizing domestic resources for effective services
- Facilitating trade and integration

WBG Policies and strategy to help countries achieve their development priorities

Invest in People

To build human capital the WBG support Client Countries in:

- Supporting children, adolescent girls, and women
- Facilitating women's economic empowerment
- Promoting Universal Social Protection
- Assisting in the realization of Universal Health Coverage
- Addressing income inequality through financial services
- Ensuring sustainable urbanization

WBG Policies and strategy to help countries achieve their development priorities

Build Resilience

To foster resilience to global shocks and threats the WBG support Client Countries in:

- Addressing the growing risk of fragility, conflict and violence (refugees support, private enterprise creation, response to drought,...)
- Partnering to connect humanitarian and development assistance (UN)
- Investing in human development in crisis areas
- Harnessing opportunities from climate action
- Building resilience to disasters and crises
- Issuing WBG Green Bonds and SDG-linked Bonds

Projects opportunities

The World Bank Group works in every major area of development. The Bank provides a wide array of financial products and technical assistance, and we help countries share and apply innovative knowledge and solutions to the challenges they face.

Since 1947, the World Bank has funded over 12,000 development projects, via traditional loans, interest-free credits, and grants.

The World Bank Group as a knowledge-sharing institution

The media and general public believe that the support that the World Bank provides to government institutions often merely amounts to activities linked to the cofinancing portfolio for projects.

More importantly, the World Bank produces a host of publications and research papers. This unique expertise informs discussions and dialogue with its partners, most notably governments, with a view to modifying or improving practices and action strategies on the ground.

This is a critical role because it brings together specialists from all over the globe, working in a variety of contexts and in myriad knowledge fields.

Opportunities to share knowledge with the World Bank Group

- Study Tours
- Participation at Conferences, Forum, Seminar organized by the World Bank
- Presentations of case history, success stories, best practices, solutions that can be useful to solve problems in the countries where the Bank is engaged (Brown Bag Lunch and Workshops at the World Bank)

Recent Italian knowledge-sharing experiences with the World Bank Group

Study Tours in Italy

- December 2017
Study tour on Redevelopment of Railways Stations
- April 2018
Study Tour to Italy on Agricultural Value Chain Development in Irrigated Areas

Participation at Conferences, Forum, Seminar, Innovation Fair organized by the World Bank

- January 2018
Irritec at Innovation Fair at Water for Food International Forum – Farmer-led irrigated agriculture: seeds of opportunity

Presentations of case histories, success stories, best practices, solutions

Turboden, STMicroelectronics, ENI, FS Holding,...

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Contracts Awarded FY2011-2018

		CIVIL WORKS		GOODS		CONSULTING SERVICES		NON-CONSULTING SERVICES		Total	
	Supplier Country	Amount (USD)	N.	Amount (USD)	N.	Amount (USD)	N.	Amount (USD)	N.	Amount (USD)	Number
1	China	14,612,811,400	1022	4,748,170,100	1021	195,933,300	530	190,331,300	87	19,747,246,100	2660
2	India	10,088,226,500	733	1,884,818,700	737	620,837,500	919	56,395,300	33	12,650,278,000	2422
3	Spain	3,924,391,900	74	634,023,300	50	233,247,500	239	23,051,500	15	4,814,714,200	378
4	Italy	2,643,986,300	35	1,359,946,400	132	212,190,500	218	2,012,400	1	4,218,135,700	386
5	Brazil	2,648,645,600	214	816,729,900	454	307,783,100	868	131,356,800	120	3,904,515,300	1656
6	Vietnam	2,193,512,500	978	746,264,800	843	85,046,600	635	81,338,700	116	3,106,162,600	2571
7	South Africa	2,583,782,200	41	174,470,800	74	116,439,300	176	563,900	6	2,875,256,200	297
8	Turkey	2,221,099,100	62	472,757,900	110	112,114,600	894	45,433,300	103	2,851,404,900	1168
9	Argentina	2,371,771,400	130	311,465,300	372	110,002,700	291	1,363,800	22	2,794,603,200	815
10	France	1,098,572,900	79	576,209,100	188	706,284,100	833	31,676,100	19	2,412,742,100	1119
11	Germany	1,293,279,100	49	333,814,000	187	497,037,900	421	43,139,800	13	2,167,270,800	670
12	World	13,305,100	3	1,184,883,700	189	500,022,500	123	137,600,500	23	1,835,811,800	338
13	Azerbaijan	1,123,584,900	116	493,911,800	151	74,128,800	438	1,502,700	8	1,693,128,200	713
14	Nigeria	947,677,400	147	270,247,500	170	367,768,700	473	11,702,300	5	1,597,395,800	795
15	Indonesia	956,981,000	91	113,569,200	150	166,780,000	170	350,766,500	152	1,588,096,700	563
16	Afghanistan	188,643,800	164	50,150,300	65	1,283,423,900	1941	4,120,800	12	1,526,338,700	2181
17	Russia	454,265,000	34	775,232,500	156	236,794,600	337	6,112,900	25	1,472,405,000	551
18	South Korea	780,811,200	18	504,932,700	38	160,724,100	79	2,507,200	1	1,448,975,200	136
19	Bangladesh	458,705,400	160	645,376,200	706	142,127,800	497	10,732,100	20	1,256,941,600	1383
20	Greece	1,223,343,800	17	5,377,400	7	24,775,400	43	3,195,800	4	1,256,692,500	70

(updated 31/03/2018)

Contracts Awarded FY2017

		CIVIL WORKS		GOODS		CONSULTING SERVICES		NON-CONSULTING SERVICES		Total	
	Supplier Country	Amount (USD)	N.	Amount (USD)	N.	Amount (USD)	N.	Amount (USD)	N.	Amount (USD)	Number
1	China	3,539,063.42	71	564,879.036	92	5,903.241	14	180,133.664	2	4,289,979.366	178
2	India	672,377.03	31	152,022.884	40	75,482.750	72	103.289	1	899,985.955	144
3	Turkey	573,410.71	6	57,629.894	11	29,621.692	15	9,212.728	29	669,875.020	60
4	World	13,204.70	2	312,916.317	22	17,829.321	13	10,905.488	5	354,855.822	42
5	Belarus	271,879.31	17	2,152.712	4	1,041.356	12	4,590.000	1	279,663.379	34
6	Indonesia	63,533.82	5	17,596.881	2	2,371.536	3	135,408.401	33	218,910.639	43
7	France	102,138.53	11	18,100.191	10	71,379.062	72	17,988.120	4	209,605.907	97
8	Bangladesh	86,632.19	5	67,882.579	45	33,331.939	22			187,846.708	72
9	Germany	93,105.52	5	21,473.260	15	50,777.967	36	60.294	1	165,417.038	57
10	Pakistan	94,711.13	4	30,285.259	25	21,269.633	39	1,429.172	1	147,695.198	69
11	Vietnam	67,930.09	17	64,144.372	27	5,107.743	29			137,182.202	73
12	Russia	50,143.54	2	73,657.716	14	13,162.618	24			136,963.870	40
13	Congo, R.D.	42,472.65	8	10,843.471	14	81,480.404	145	2,150.302	6	136,946.825	173
14	Tunisia	123,332.82	11	2,392.543	2	10,917.766	12			136,643.125	25
15	Cameroon	123,023.98	4	375.664	1	1,803.073	15			125,202.714	20
16	Argentina	83,569.45	4	29,974.028	11	2,518.280	3	358.511	2	116,420.274	20
17	Ecuador	115,167.54	5			493.424	2			115,660.967	7
18	Nigeria	78,105.88	5	13,088.989	4	10,952.863	7	10,000.000	2	112,147.731	18
19	Azerbaijan	35,415.85	4	63,861.716	14	5,180.423	9			104,457.991	27
20	Poland	59,607.33	3			43,936.691	2			103,544.018	5
21	Spain	60,844.15	4	6,901.984	3	26,585.107	14			94,331.245	21
22	Afghanistan	8,484.55	1	30.480	1	80,072.403	64	1,519.055	5	90,106.484	71
23	Thailand	74,801.23	1	780.501	4	4,278.092	9			79,859.820	14
24	Egypt	38,463.83	5	37,840.410	3					76,304.240	8
25	Senegal	52,054.28	6	6,881.457	2	13,977.575	17			72,913.311	25
26	Italy	11,508.26	1	27,313.666	10	31,921.445	26	1,171.352	1	71,914.727	38

(updated 31/03/2018)

Thank you for your attention!

