DevelopmentAid
Business Outreach
Working with the Private Sector

March 20-25 2017
783 million people lack access to clean water
2.4 billion without adequate sanitation
1.2 billion live without electricity
400 million lack access to essential health services
600 million fall ill after eating contaminated food
Net ODA is rising steadily

- 2000: $80 billion
- 2005: $128.3 billion
- 2010: $134.5 billion
- 2015: $146.7 billion

Legend:
- Bilateral ODA
- Multilateral ODA
- Humanitarian aid
- In-donor refugee costs
- Net debt relief grants
Estimated annual investment needs and potential private sector contribution 2015-2030

Total annual investment needs: 3.9 Trillion/year
Current annual investment: 1.4 Trillion/year
Annual investment gap: 2.5 Trillion/year

Investment needs in food security and agriculture 2015-2030

<table>
<thead>
<tr>
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<th>Billion/year</th>
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<tbody>
<tr>
<td>Investment needs</td>
<td>480</td>
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<tr>
<td>Current investments</td>
<td>220</td>
</tr>
<tr>
<td>Gap</td>
<td>260</td>
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</tbody>
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Climate change investment needs 2015-2030

Required investment: 220 Billion/year
Current investments: 20 Billion/year
Gap: 200 Billion/year

Investment needs in infrastructure 2015-2030

Tips for successful tendering

1. Take preparatory steps
   - Study carefully the multi-annual country strategy papers
   - Get as much early intelligence information as possible

2. Identify timely all the information on available tenders

3. Be informed about the country and understand competition

4. Initiate discussion with local partners
   - Local partners can be critical

5. Perform due diligence checks on recommended companies and individuals

6. Identify the best experts for your projects

7. Keep a competitive financial offer