

Business Opportunities

An Introduction to Mission 300



January 2025



Agenda

1. Overview of Mission 300
2. Example – ASCENT and WA-REMP
3. Procurement Framework
4. Case Study - RESPITE
5. Next Steps
6. Q&A



Agenda

- 1. Overview of Mission 300**
- 2. Example – ASCENT and WA-REMP**
- 3. Procurement Framework**
- 4. Case Study - RESPITE**
- 5. Next Steps**
- 6. Q&A**

Mission 300:

Our mission to power up Africa



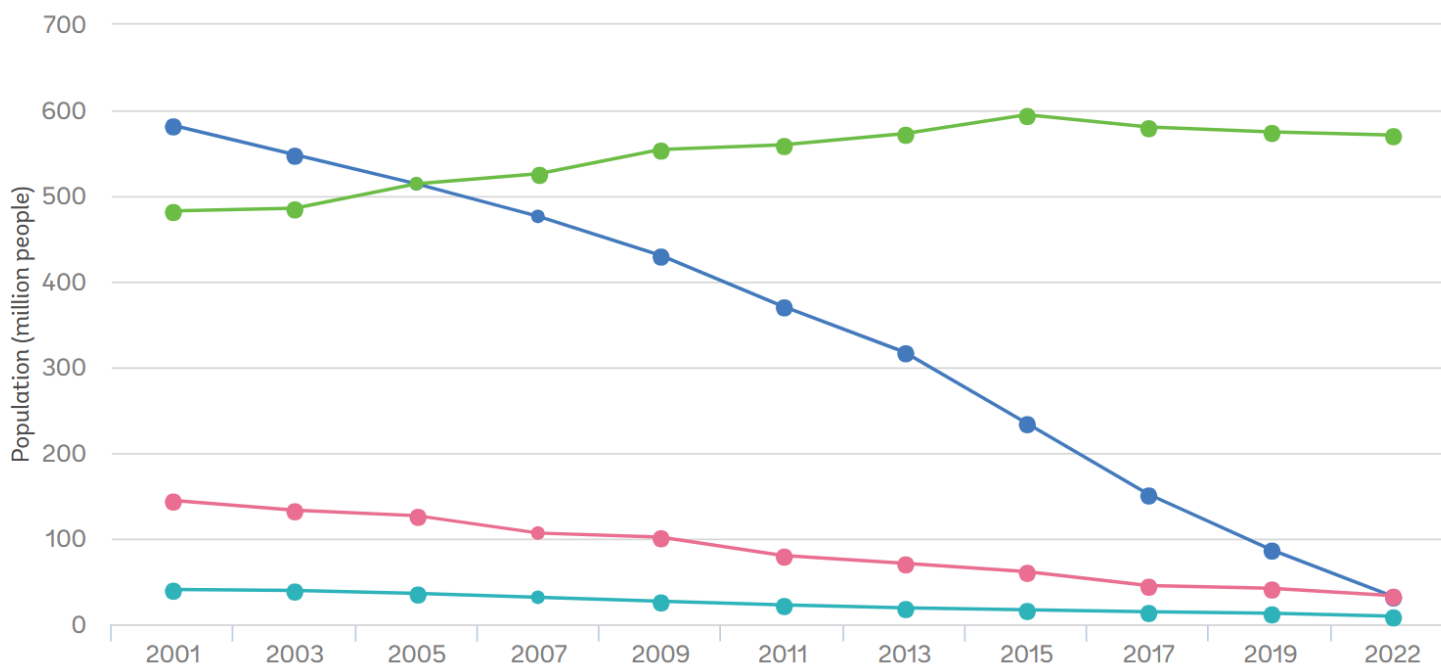
Challenges:

Close to 43% of Africans lack access to electricity

Nearly **600 million people in Sub-Saharan Africa** lack access to power. This represents **83%** of the global energy deficit. There is a now great urgency to accelerate the pace of electrification across the continent.

Total population without access to electricity (millions of people)

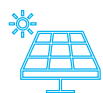
● Central Asia and Southern Asia ● Eastern Asia and South-eastern Asia ● Latin America and the Caribbean
● Sub-Saharan Africa



... and opportunities:

Progress towards universal access is picking up

Advances in **technology**, **innovative business models**, and **financing mechanisms** have made it more feasible than ever to close the energy access gap.



Dramatic cost reductions in clean energy and related technologies



Data, digitization and smart infrastructure



Energy efficiency appliances and smart digital devices



Advent of innovative business and financial models



DRE system modularity, increasing sophistication and adaption to needs



Increasing political/policy support for energy access and adoption of new solutions

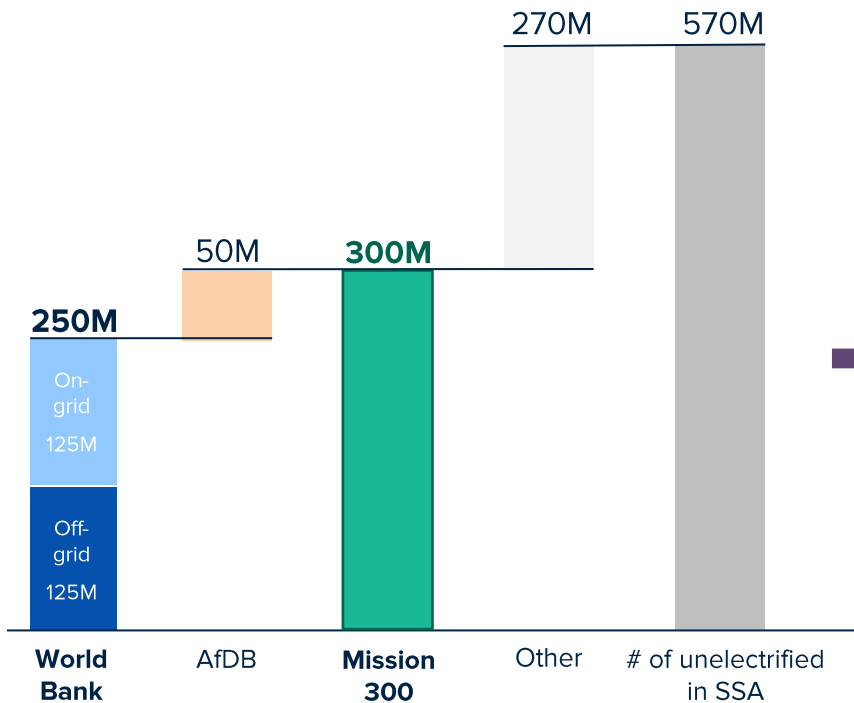


Growing ecosystem of 'forward thinkers' (investors, philanthropies, climate finance)

Mission 300:

Connecting 300 million Africans by 2030

The **World Bank Group** and the **African Development Bank** have committed to connect 300 million Africans to electricity 2030.



Electricity access for productive uses



Electricity access for social infrastructure



Commercial and industrial uses



Least-cost generation



Regional integration and trade



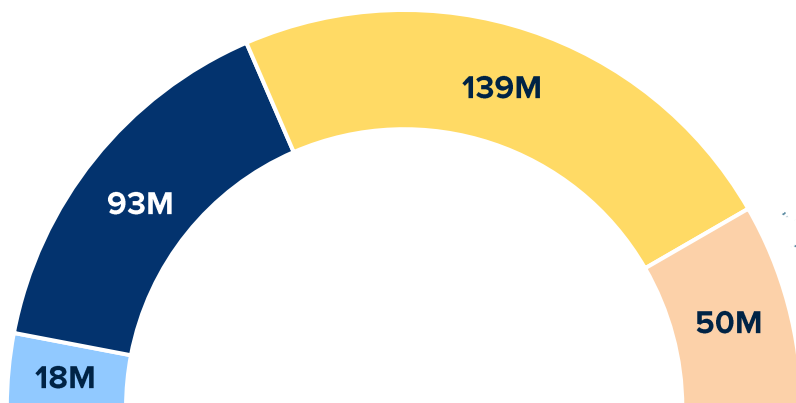
Improving performance of the sector and utilities

M300 will cut by more than half the current number of people in Africa lacking access to electricity, using both grid and off-grid technologies.

M300 will complement other efforts to power human capital and economic growth across the entire energy-sector value chain.

Progress so far (7/2023 to 12/2024):

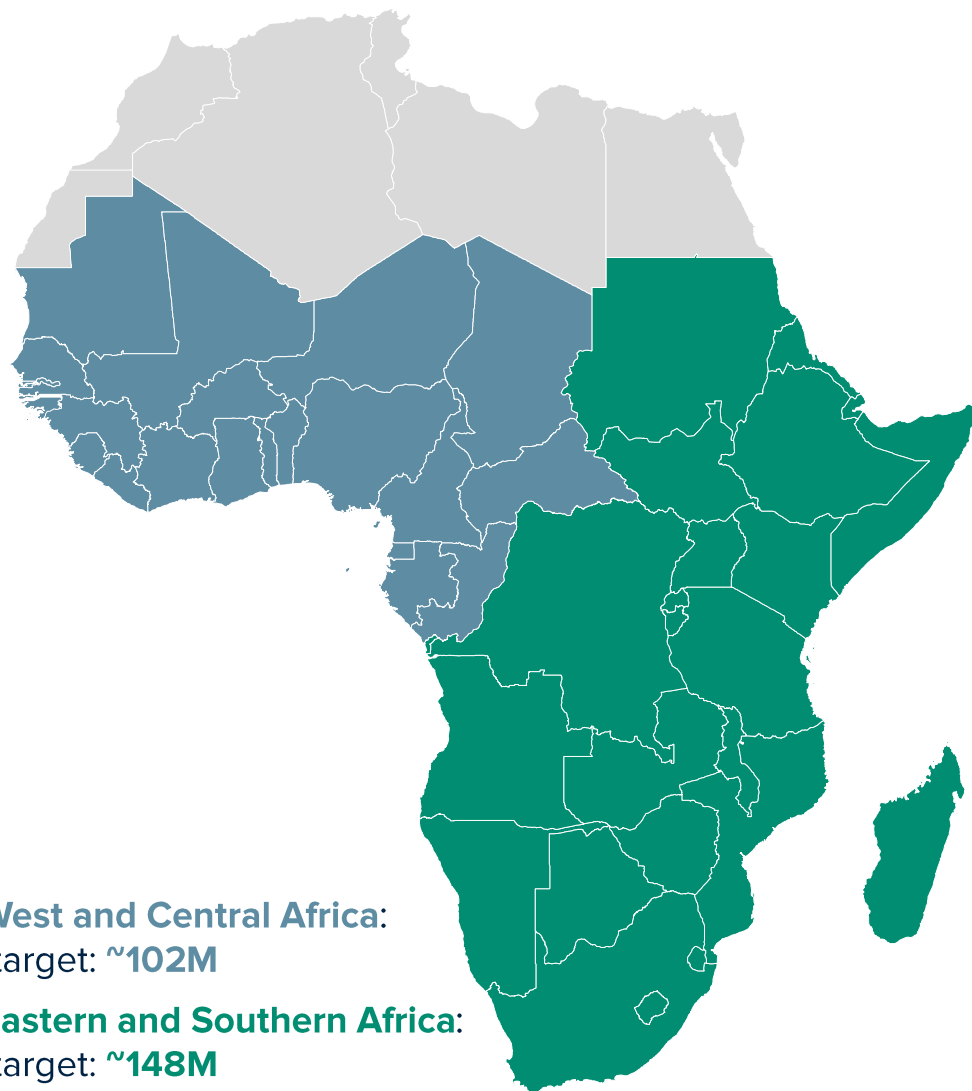
18 million people connected so far



- 18M** already connected
- 93M** WB approved projects
- 139M** WB future projects
- 50M** AfDB

for **West and Central Africa**:
WB target: **~102M**

for **Eastern and Southern Africa**:
WB target: **~148M**



Four things to remember:

Mission 300 is an unprecedented effort

1. We are boosting spending on electricity access

- The WBG aims to double yearly spending on energy from now until 2030.

2. We aim to generate impact at scale

- The WBG is **streamlining and aggregating** its efforts across a dispersed portfolio, by pursuing **regional solutions** that allow for **quick replication**, and enables a private-sector market response at scale.

*> Examples include the **ASCENT** program in Eastern Africa, as well as regional energy access and regional integration (such as **RESPITE**, **DARES**, **BEST**, **ROGEAP**, **OMVG**, or **REMP**) programs in West Africa.*

3. We are following a ‘One WBG’ approach

- The World Bank is throwing its full weight behind this effort by ensuring close collaboration between the **World Bank**, **MIGA**, and **IFC**.

*> For example, the World Bank is fully leveraging the **new guarantees platform** and developing solutions that reflect the mix of public and private solutions required to boost electricity access.*

4. We are leveraging old and new partnerships

- The WBG is **collaborating closely with partners** to mobilize new pools of capital at scale, coordinate efforts, and generate political buy-in.

*> This includes old and new **collaborations with philanthropies** to bring down costs and risks of innovative electricity access projects while opening more flexible co-financing opportunities.*

Snapshot:

Some of Mission 300 flagship programs

Investment Projects

- **ASCENT**: Aims to connect 100 million people across 20 countries (Eastern and Southern Africa).
- **DARES (Nigeria)**: Will benefit over 17.5 million Nigerians, 20% of the unserved population.
- **RESPITE**: Will improve electricity access for millions across Chad, Liberia, Sierra Leone, Togo.
- **BEST**: Will improve access for millions in Côte d'Ivoire, Mali, Mauritanie, Niger, and Senegal.
- **ROGEAP**: Regional project to increase off grid connections for millions of people in 19 countries.
- **REMP**: Increase regional connectivity, integration and electrification (to be approved in January).

Financing and De-risking Facilities

- **Africa Energy Future Platform**: A new equity vehicle to capitalize distributed renewable energy companies (joint effort between IFC, World Bank, MIGA, and partners).
- **MIGA and the Guarantee Platform**: MIGA's Guarantees team are working with IFC and the World Bank to integrate guarantee solutions into the equity vehicle design, streamlining access to de-risking solutions to attract private sector investment.

Enabling Platforms

- **Electrifying Africa**: A US\$ 50 million technical assistance facility funded by ESMAP that helps countries develop reform roadmaps and provide just-in time technical assistance for WBG operations.
- **DARES**: Leverages collaboration across the World Bank, IFC, MIGA and development partners to significantly accelerate decentralized renewables (DRE) access through private-sector engagement.

Parallel reforms:

Energy Compacts will support necessary reforms

The energy sector across most countries in Sub-Saharan Africa face many interconnected challenges that require **deep sector and utility reforms**.

High operating costs.

Low connectivity and reliability of services.

Lack of investment and maintenance of key assets.

No financial sustainability (non-cost reflective tariffs, subsidies...).

Energy Compacts with participating countries will push for key reforms:

Expand **generation** and invest in infrastructure at **competitive costs**

Leverage benefits of increased **regional integration**

Embrace **distributed renewables** and **clean cooking** to increase affordable last-mile access

Incentivize **private sector participation** to unlock additional resources

Work towards **financially viable utilities** that provide reliable service



Agenda

1. Overview of Mission 300
2. **Example – ASCENT and WA-REMP**
3. Procurement Framework
4. Case Study - RESPITE
5. Next Steps
6. Q&A

Accelerating Sustainable and Clean Energy Access Transformation (ASCENT) in Eastern & Southern Africa



20+ countries

in Eastern and Southern Africa will be supported by the program



7 years

Timeframe for program to achieve goals - until 2030



\$15 billion

\$5 billion IDA envelope leveraging an additional \$10 billion of financing



100,000,000
people
with access to
electricity



10,000,000
farmers and
rural SMEs
provided with
power and
equipment



50,000
health and
education
facilities
provided with
access



20,000,000
people
provided with
clean cooking
solutions



>80,000,000
0
Mt of GHG
emissions
reduced

ASCENT is implemented through a multi-phased approach and all 20+ countries will join the program over 4 years (2023-27)

Approved (as of December 2024)



- Tanzania
- Rwanda
- Somalia
- Sao Tome and Principe
- Burundi
- Malawi

Under Preparation / Expected to Join



FY2025/26

- Ethiopia
- Eswatini
- Zambia
- Mozambique

FY2026/27

- Comoros
- DRC
- Lesotho
- Kenya
- Madagascar
- South Sudan
- Uganda
- Additional financing and other countries

Expanding Grid Electrification



- HV, MV and LV power infrastructure
- Technologies for integration of Variable Renewable Energy
- Utility digital solutions, control systems, metering infrastructure, etc.
- Consulting for policy/regulation, design, implementation, supervision

Scaling Distributed Renewables



- Utility scale and stand-alone renewable energy (RE) technologies
- Mini-grids and Off-grid RE for productive uses (e.g., solar pumps)
- Digital solutions for monitoring, metering, pay go, invoicing, etc.
- Consulting for policy/regulation, design, implementation, supervision

Example – WA-REMP:

West Africa Regional Electricity Market Program MPA

Objective: to increase regional electricity trade, scale up renewable energy integration, and expand access to electricity in the West African region.

TARGETS



Increase the volume of power traded on the markets to reach **10%** of the electricity generated



Enable **2GW** of RE capacity and reduce CO2 emissions (**-1.8 Mtons** per year)



Provide access to **1.6** million people

PROGRAM - A \$1.6 bn program in 4 phases organized through 3 pillars.

1. - Hard infrastructure investments to **connect people, interconnect countries** and accelerate **RE deployment**.

Goods | Works | Non-consulting services | Operating Costs

[transmission, distribution, household connections, solar PV and battery storage investments]

2. Through soft interventions to bolster technical support for improved sector planning and coordination, greater risk mitigation to **crowd in private sector investment** and foster a dynamic regional market **Consulting services**

3. **Supporting power trade** through a regional platform to reduce market risks

Goods | Consulting and Non-Consulting services



Agenda

1. Overview of Mission 300
2. Example – ASCENT and WA-REMP
- 3. Procurement Framework**
4. Case Study - RESPITE
5. Next Steps
6. Q&A

World Bank Group Operating model

The World Bank Group comprises **5** institutions

IBRD

International Bank
for Reconstruction
and Development

**Provides financing
for middle-income
developing
countries**

IDA

International
Development
Association

**Provides financing
for low-income
developing
countries**

IFC

International
Finance
Corporation

**Mobilizes private
sector investment**

MIGA

Multilateral
Investment
Guarantee Agency

**Provides political
risk insurance and
credit guarantees**

ICSID

International Centre
for Settlement of
Investment Disputes

**Conducts
international
arbitration to settle
investment disputes**

Scope and reach

IPF - Investment Project Financing

World Bank Vision

To end extreme poverty and boost prosperity on a livable planet.

IPF WHAT DOES IT DO?

Provides IBRD loans, IDA credits and grants and guarantee financing to governments

IPF WHAT DOES IT FUND?

Activities that create the physical & social infrastructure necessary to reduce poverty and create sustainable development



\$248 billion
value of active total net
commitment IPF projects

1,575
IPF projects worldwide

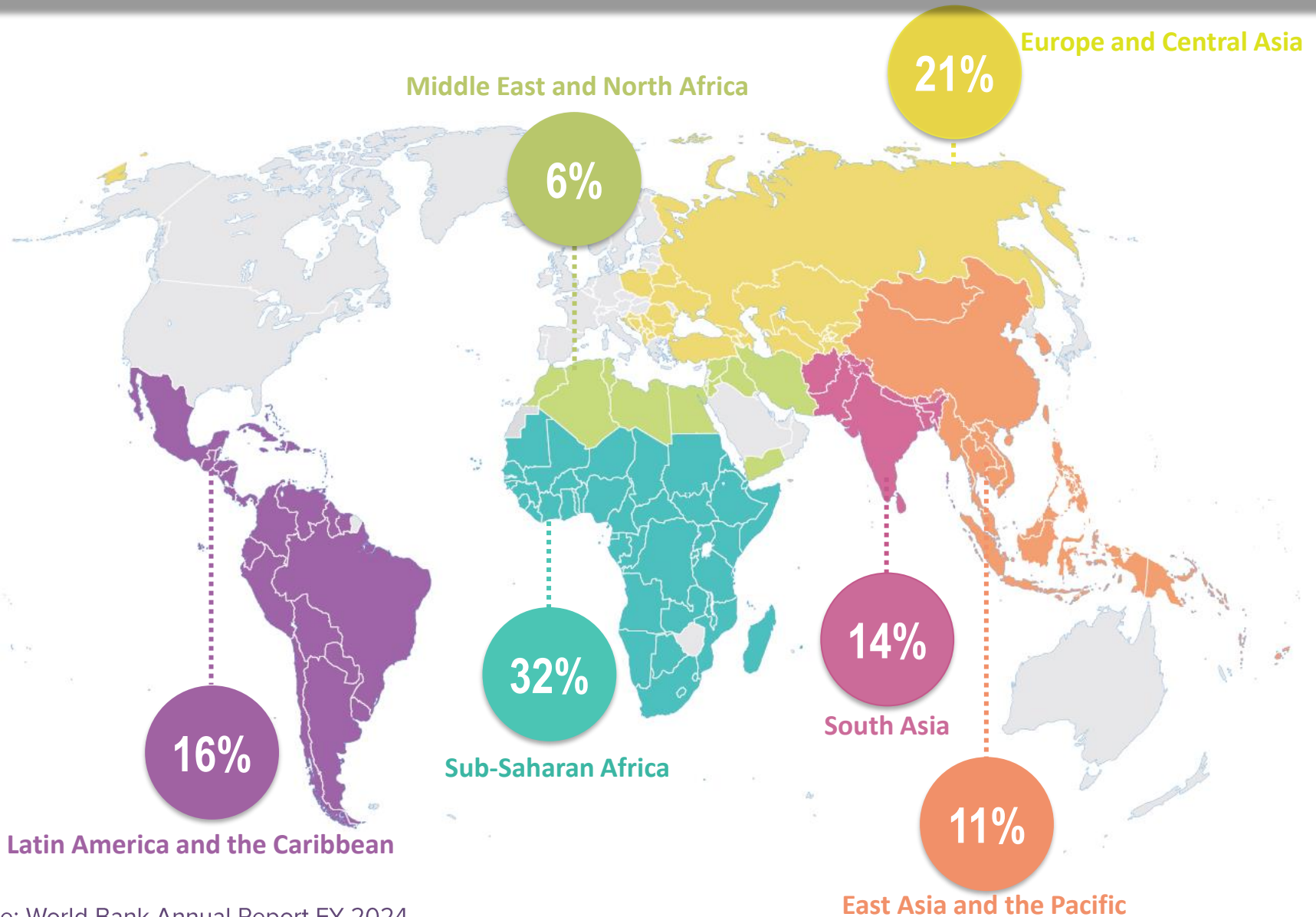
146
countries

Investment Project Financing comprises • loans • credits • grants

IPF funds “eligible expenditures” for the procurement of Goods, Works, Consulting and Non-consulting Services

Global commitments by region

FY 2024

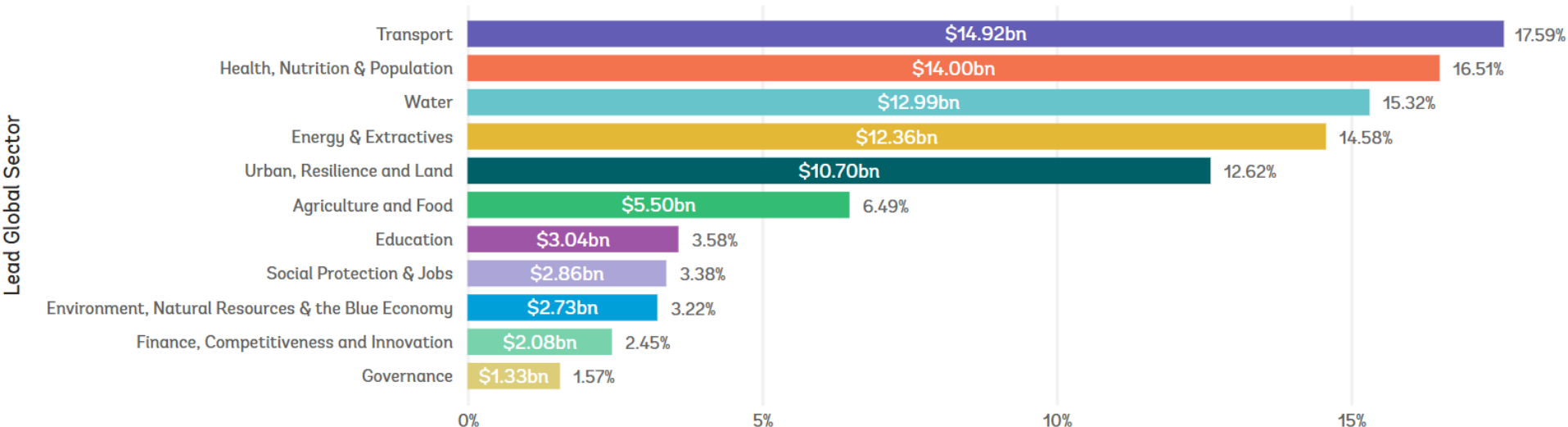


Contract Awards (USD) by Project Global Practice (Sector)

FY20 to FY24

TOTAL SPEND = US\$84.79 Bn

Contract Awards (USD) by Project Global Practice



Project Global Sector

Contract Awards (USD)

Social Sustainability and Inclusion	\$1,137,449,991
Digital Development	\$902,916,417
Poverty and Equity	\$201,140,557
Macroeconomics, Trade and Investment	\$46,139,152
Other	\$2,416,583
Infrastructure, PPP's & Guarantees	\$2,109,287

20

Roles in IPF procurement

Role of the Bank

The Bank ensures that funds are used only for the purpose for which they were granted

- Provide Borrowers with implementation support and oversight
- Oversight includes conducting reviews of the Borrower's procurement activities:

Prior Review: before the procurement activity takes place

Post Review: after the procurement activity has been completed

Role of the Borrower

The Borrower conducts the procurement in accordance with the loan agreement and the Bank's Procurement Regulations. Key responsibilities include:

- Preparing a procurement strategy
- Planning the procurement
- Seeking offers from the market
- Evaluating offers and determining the Most Advantageous Bid/Proposal
- Awarding, signing and managing contracts

World Bank Procurement Framework

Launched 2016

KEY OBJECTIVES

World Bank Procurement Framework

1 Promote fit-for-purpose procurement arrangements that are country, market and project-specific

2 Provide streamlined procurement approaches and more choices and options

3 Allow the Bank to provide Hands-on Expanded Implementation Support (HEIS) to Borrowers to run procurement processes

4 Enable the use of Alternative Procurement Arrangements (APAs) following the rules and procedures of another organization

6 Encourages dialogue with suppliers to incentivize participation and resolve problems collaboratively

5 Enable flexible decision-making consistent with Core Procurement Principles



Advancing the use of Rated Criteria

- Combined with price and life cycle cost formulas, Rated Criteria provide **a truer assessment of value** that incorporates quality, sustainability, and other key criteria
- Increases the **contribution of procurement to Bank priorities** such as Green, Resilient and Inclusive Development (GRID) and Paris Alignment
- Rated Criteria create incentives for highly qualified bidders to participate in bidding
- **As of September 1st, 2023**, International Procurements using Bank Standard Procurement Documents **must use Rated Criteria**
- Rated Criteria **create incentives** for **highly qualified bidders** to participate in bidding

Supplier Hub

Supplier's Hub: World Bank IPF Operations Procurement



TWEET

SHARE

SHARE



FEATURED



Suppliers' Hub

This hub is dedicated to suppliers interested in World Bank Investment Project Financing (IPF) operations procurement. It's packed with essential information, supplier resources and provides updates on operations procurement and their impact on your business. We welcome your interest and look forward to your participation. [Read More »](#)

[Our Value Proposition](#)

[BUSINESS OPPORTUNITIES](#) [PROJECTS & OPERATIONS](#) [PROCUREMENT FRAMEWORK](#) [PROCUREMENT TOPICS](#)

Business Opportunities

To make it easier to search our business opportunities use the following links. It's important to target opportunities that reflect your business offering and identify the countries or regions where you have experience of working or are interested in doing business.

Current Opportunities

Search for current business opportunities through published Procurement Notices on the following sites:

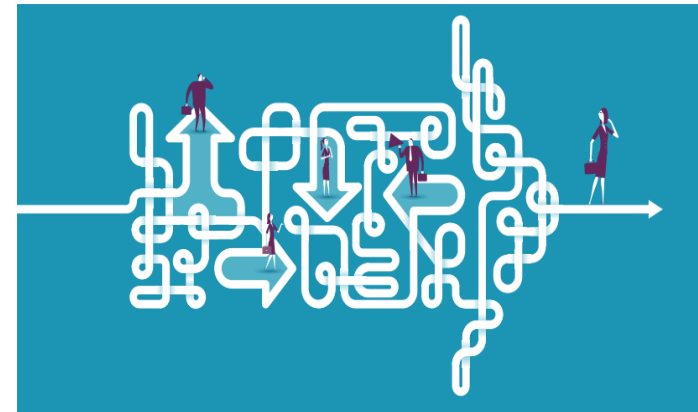
- World Bank [Procurement Notices](#)
- United Nations Development Business: [UNDB](#)
- World Bank [Projects and Operations](#)

Procurement Pipeline

Find Bank projects currently under preparation using the Pipeline search engine:

- [Project Procurement Pipeline](#)

PROCUREMENT GUIDANCE



FINDING
BUSINESS
OPPORTUNITIES

And Winning Contracts Financed
by the World Bank

www.worldbank.org/en/projects-operations/products-and-services/1/Suppliers-Hub



Agenda

1. Overview of Mission 300
2. Example – ASCENT and WA-REMP
3. Procurement Framework
- 4. Case Study - RESPITE**
5. Next Steps
6. Q&A

RESPITE

(Regional Emergency Solar Power Intervention Project)

The Power of Engagement and Collaboration: Driving Access to Electricity in Africa

WB M300 Business Outreach January 23, 2025

OVERVIEW OF THE POWER MISSION

- World Bank's Mission 300
 - Partnership with African Development Bank
 - Goal to provide electricity to 300 million Africans by 2030
- Innovative Bank Engagement
 - Collaboration with Client countries
 - Coordination between energy and procurement teams
- Success of RESPITE
 - Regional Emergency Solar Power Intervention Project
 - Effective tendering process



POOL, PROCUREMENT & INNOVATION: A GAME-CHANGING MODEL

- Centralized Procurement Approach
 - Overcame scale challenges
 - Attracted international developers
- Pooling Expertise and Resources
 - Involved four countries: Liberia, Chad, Sierra Leone, and Togo
 - Achieved record-breaking results



- Transparent Tender Process
 - Attracted 29 bids
 - Included submissions from major international companies
- Local Challenges
 - Complex local challenges were present
 - RESPITE ensured accountability
- Outstanding Outcomes
 - Delivered exceptional results

Evaluation Based on LCDE: RESPITE introduced an evaluation method using Levelized Cost of Energy (LCDE), an economic metric that accounts for construction, operation, and maintenance costs over the lifespan of the project. This transparent and rigorous approach ensured cost efficiency and long-term sustainability.

Regional Coordination Unit (RCU): The RCU, based in Liberia, conducted procurement on behalf of the four beneficiary countries, in line with an agreed implementation framework.

IMPACT OF POOL PROCUREMENT

- Significant Cost Reductions
 - Projects have achieved over 80% reduction in power costs
 - Compared to diesel-generated power
- Record-Breaking Achievements
 - Lowest cost of power ever seen in these countries

RECORD-BREAKING RESULTS

Country	Capacity	Cost of Power (US Cents/KWh)
1 Chad	35MWp + 60MWh BESS	4.98
2 Liberia	20MWp	3.3
3 Sierra Leone	52MWp + 28MWh BESS	3.6
4 Togo	25MWp + 40MWh BESS	4.6



USE OF THIS PROCUREMENT SUPPORT

- First-time Competitive Tenders
 - These out of four countries undertook competitive tenders for solar projects with battery storage for the first time.
- Procurement Capacity Building
 - HEIS support helped build procurement capacity in client countries.
- Attracting International Developers
 - Credible international developers were attracted to West and Central Africa.
- Fiscal Savings
 - Switching from fossil-fuel-based to cheaper, climate-friendly solar energy enabled fiscal savings.
- Reduced Turnaround Times
 - Using HEIS in AFW reduced turnaround times by 34% compared to the global average.

COMMITMENT TO ETHICAL STANDARDS

- Enhanced Forced Labor Clauses
 - Introduced in contracts by RESPITE
 - Ensures alignment with ethical standards
- Bidder Requirements
 - Submission of forced labor-related declarations
 - Verification of ethical supply chains



TRANSFORMATIVE POWER OF COLLABORATION

- ✓ Innovative Procurement Models
 - Leveraging new approaches for efficiency
- ✓ Regional Cooperation
 - Fostering partnerships across regions
- ✓ Focus on Sustainability
 - Maintaining commitment to sustainable practices
- ✓ Contribution to Mission 300 Goals
 - Direct impact on achieving objectives

Achievements and Future Prospects

- **Record-breaking cost reductions in energy supply**
 - Significant decrease in energy supply costs
 - Enhanced affordability of electricity
- **Improved investor confidence in West and Central Africa**
 - Increased investments in the energy sector
 - Boosted economic growth and development
- **A foundation for clean, affordable electricity for millions**
 - Provision of sustainable energy solutions
 - Access to affordable electricity for numerous households
- **Teamwork, engagement, innovation, and commitment to excellence**
 - Collaborative efforts driving success
 - Innovative approaches to energy solutions



Agenda

1. Overview of Mission 300
2. Example – ASCENT and WA-REMP
3. Procurement Framework
4. Case Study - RESPITE
- 5. Next Steps**
6. Q&A

Next Steps

- We plan to continue engagement with the market on Mission 300 over the coming months
- In February 2025, we are planning sessions focused on the Multi-Phase Programmatic Approach (MPA) initiatives that form the major part of Mission 300, including REMP in West Africa and ASCENT in East Africa
- In late February and early March, we will run sessions focused on specific sectors, commencing with transmission and distribution opportunities
- Further sector-specific sessions will follow so that all elements of Mission 300 are covered
- Future sessions will be announced via the World Bank Supplier Hub <https://www.worldbank.org/en/projects-operations/products-and-services1/Suppliers-Hub>
- A World Bank team will be attending the EIC Bankable Energies conference in London on 26/27 February



Agenda

1. Overview of Mission 300
2. Example – ASCENT and WA-REMP
3. Procurement Framework
4. Case Study - RESPITE
5. Next Steps
6. **Q&A**



Contacts

Kwawu Mensan Gaba - kgaba@worldbank.org

Monali Ranade - mranade@worldbank.org

Tamaro Kane - tkane@worldbank.org

Nazaneen Ali - nali1@worldbank.org

Michael Pryor - mpryor@worldbank.org