## WORLD BANK'S SUPPORT TO UKRAINE

## **AND**

## BUSINESS OPPORTUNITIES UNDER PROJECTS IN UKRAINE

April 16, 2025

In this presentation, many slides contain hyperlinks. Click on the links to get more information





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# Economic growth has been decelerating in 2024, due to the damage to the energy infrastructure and growing labor market pressures

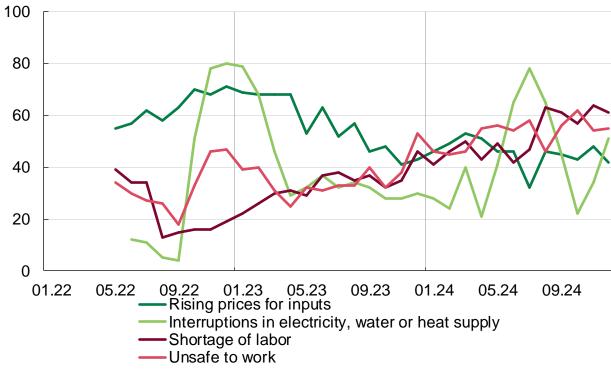
By summer 2024, more than half of energy generation capacity was damaged, destroyed, or not under Ukrainian control.

Large migration, low labor force participation, occupational and spatial shifts in economic activity created labor mismatches and shortage

#### GDP growth, by quatres YoY



#### Firms most important problem (% of responses)



Source: IER, NBU.

Source: Ukraine Statistic Service, WB estimates

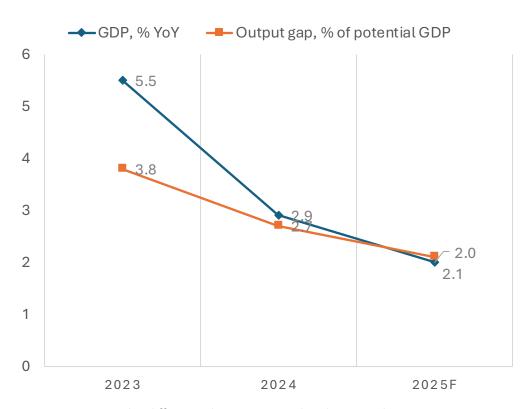


## Growth is projected to decelerate to from 2.9% in 2024 to 2% YoY in 2025

#### Our baseline scenario assumes that the war will continue through 2025.

- Estimates show that the output gap (the difference between the economy's potential and actual output) is closing, which reduces short-term growth acceleration opportunities.
- Going forward growth will not be automatic, accelerating economic recovery will require expansion of productive capacity: labor market flexibility, focus on skilling and migrant return, investment, productivity.

#### **Growth forecast**



Note: Output gap is the difference between actual and potential output estimated by the National bank of Ukraine

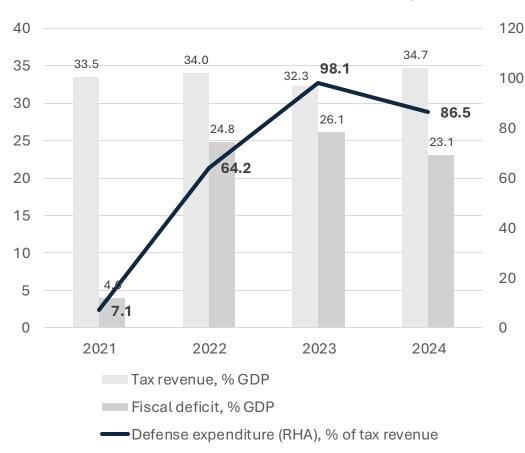
Source: National bank of Ukraine, WB estimates

## External assistance helps to balance fiscal needs during the war

#### The war time annual fiscal accounts characterized by:

- Tax revenues ~ 33% of GDP
- Defense expenditures ~ 30% of GDP (appr. \$60bn) on average
- Fiscal deficit (excl grants) ~ 25% of GDP (appr. \$40bn) and covered by donor financing in the form of grants and loans
- The IMF program is an anchor for donor commitments until March 2027

#### Selected fiscal indicators, %



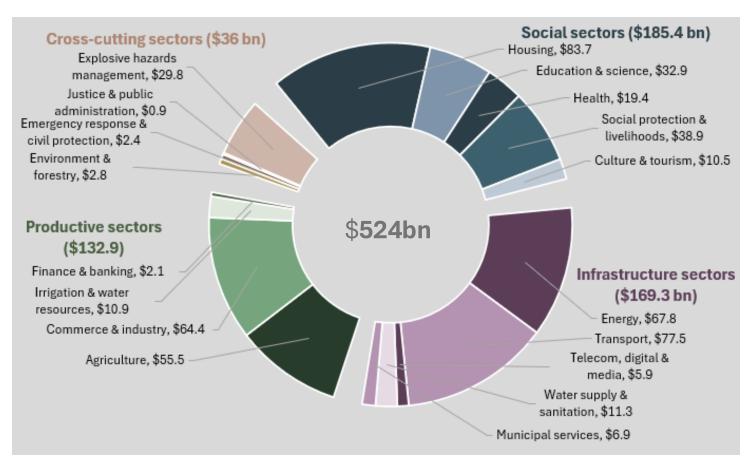
Note: Fiscal numbers refers to general government IMF definition, that includes state budget, local budgets and the Pension fund

Source: Ministry of Finance, IMF, WB estimates



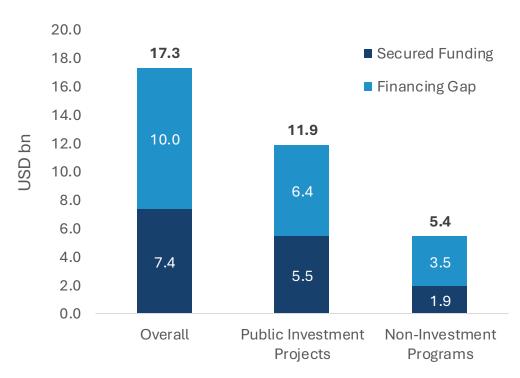
## Impact of the war on key sectors: \$176bn in direct damage since February 2022 and \$524bn in recovery and reconstruction needs

#### **Total recovery and reconstruction needs**



2025 recovery and reconstruction priorities total to \$17.3bn

- Investment projects approved by the Strategic Investment Council: \$11.9bn
- Non-investment budget programs: \$5.4bn



Source: RDNA 4 (covers period from February 24, 2022, to December 31, 2024)

## **Ukraine: World Bank Group Collaboration and Mobilization**

- □ The World Bank supports Ukraine, in close collaboration with bilateral and other MDBs, including the IMF and EU, EBRD and EIB.
- ☐ Since February 2022, the World Bank Group has mobilized about \$77 billion in financial support to Ukraine, of which nearly \$52 billion has been disbursed to date (March 31, 2025).
- About 97% of this financing was provided by development partners.





## **World Bank Active Financing to Ukraine**

(Total funding allocated across key sectors)

	Sector	Total (M)
8-8	<ul> <li>SOCIAL PROTECTION &amp; HUMAN CAPITAL         (including)</li> <li>INSPIRE: Strengthening social protection</li> <li>LEARN: Education access &amp; resilience</li> <li>HOPE: Housing repair for displaced persons</li> </ul>	\$3 378.0
<b>B</b> ⊕ <b>e</b>	<ul> <li>INFRASTRUCTURE &amp; ENERGY         <ul> <li>(including)</li> </ul> </li> <li>Power Transmission &amp; Grid Resilience</li> <li>Transport &amp; Urban Infrastructure</li> </ul>	\$287.0
	<ul> <li>ECONOMIC RECOVERY &amp; GOVERNANCE         (including)</li> <li>Agriculture Recovery (ARISE)</li> <li>Enterprise Growth &amp; Fiscal Governance</li> </ul>	\$8 246.0
	<ul> <li>EMERGENCY &amp; WAR RESPONSE         <ul> <li>(including)</li> </ul> </li> <li>PEACE: Public Expenditures for essential services</li> <li>RELINC: Logistics &amp; network connectivity</li> </ul>	\$55 313.0
		OTAL \$67 224.0

# **BUSINESS OPPORTUNITIES**





## Memorandum of Intent (MoI)

The World Bank, EBRD, EIB and CEB are harmonizing procurement practices in Ukraine:

MoI of October 2023 and Implementation Roadmap

#### Some Key features of Roadmap to implement the MoI

- Expanding mutual reliance arrangements and harmonized procurement oversight in jointly co-financed projects;
- Expansion of the use of e-Procurement system "Prozorro" for procurement under MDB Portfolios;
- **Supporting** the Government of Ukraine **to mitigate risks in tendering and contracting** development of Standard Bidding/Procurement Documents;
- **Supporting** the Government of Ukraine in **de-risking the procurement operating environment** (Public Procurement Law(PPL) to be aligned to EU Procurement Directives);
- **Enhance integrity** of procurement processes "Red-flag" system within Prozorro e-procurement system for automatic detection of irregularities;
- Capacity development of PIU staff to promote professional procurement;
- Enhance effective participation in Public Procurement reducing barriers and enhancing knowledge Business Outreaches on public tenders to national and international markets.





# Ukraine Active Projects with Pending Procurements Business Opportunities



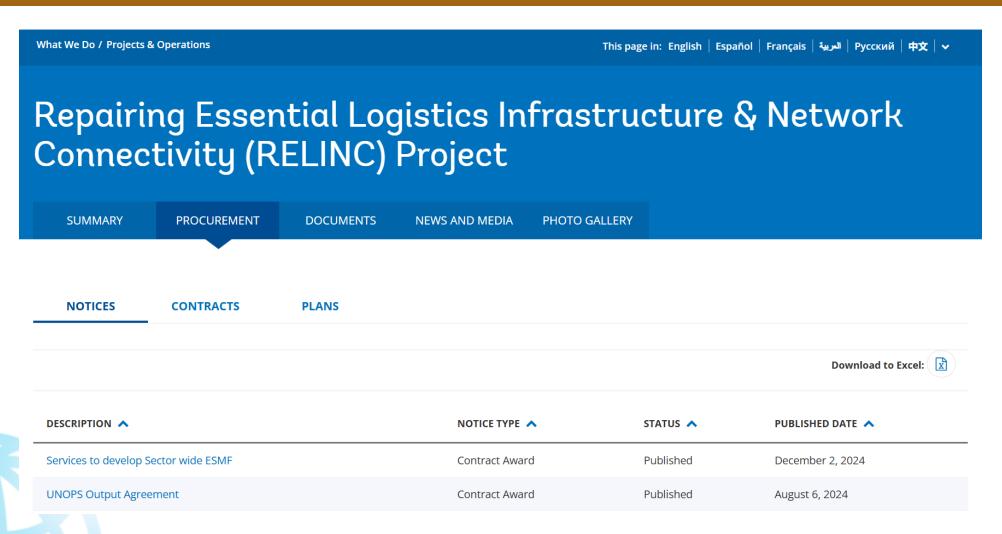
## Major WB-financed Projects in Ukraine with Procurement Activities

Project ID	Project Name	Procurement activities and plans
<u>P171050</u>	Ukraine Improving Higher Education for Results Project	Procurement of equipment, non-consulting and consulting services to support higher education reform. Procurement plan is available.
<u>P176114</u>	Improving Power System Resilience for European Power Grid Integration	Procurement of large turbine and generator for Hydropower Plant and procurement of battery energy storage systems (BESS) with solar power plants (PV)
<u>P180245</u>	Health Enhancement And Lifesaving (HEAL) Ukraine Project	Procurement activities include equipment, development of designs and rehabilitation works for health care facilities.
<u>P180318</u>	Repairing Essential Logistics Infrastructure & Network Connectivity Project (RELINC)	Procurement of tugs, port vessels and portal cranes for Ukraine Sea Port Agency (USPA); consultancy services for preparation of designs and estimates for road construction for Road Agency
<u>P180332</u>	Restoration Project of Winterization and Energy Resources (REPOWER)	Procurement of wheeled machinery (truck-mounted aerial platforms, crew carrier trucks, etc)
P181200	Housing Repair for People's Empowerment Project (HOPE)	Procurement activities will include the development of designs and capital repair of partially damaged Multi-Family Buildings
<u>P504171</u>	Lifting Education Access and Resilience in times of Need in Ukraine Program (LEARN)	Procurement activities will include the development and supply of learning materials, equipment for the improvement of learning environment, consulting services for the strengthening of institutional capacity, services of third-party monitoring agency and hiring individual consultants to support the secondary education reform
<u>P505616</u>	Resilient, Inclusive and Sustainable Enterprise Program for Results (RISE)	Multiple consulting services (IT, capacity building focusing on SMEs, etc) to support achievement of results identified under PforR component
P506083	Transforming Health care through Reform and Investments in Efficiency (THRIVE)	Procurement activities will include vehicles, IT equipment and consulting services to support the National Health Service of Ukraine
P506476	Strengthening Government Capacity for Fiscal Reform Implementation (STRONG)	Multiple consulting services focusing on Public Investment Management system reforms, urban planning, fiscal governance, compliance in revenue administration, stakeholder engagement and policy analysis



## Procurement Plans from WB External Website – An Example

https://projects.worldbank.org/en/projects-operations/project-detail/P180318





## **Exploring Opportunities for Contracts in WB Borrowing Countries**

# Project Appraisal Document (PAD)

Incorporates project design, arrangements on planned procurement activities, environmental and social safeguards, financial management.

PAD for IPSR project

Click on this box

GPN for HOPE project
Click on this box

## General Procurement Notice (GPN)

Contains information on future procurement opportunities.

Required for all procurement financed by the Bank that is expected to involve open international competitive procurement.

SPN for Power project Click on this box

## Specific Procurement Notice (SPN)

Contains bidding information on specific procurement opportunities with specific timeframe.



## **Current Opportunities from WB External Website**

https://projects.worldbank.org/en/projects-operations/opportunities

## **Current Opportunities**

**OPPORTUNITIES** 

Subscribe to receive email alerts for new procurement notices.

To search all notices, current and archived, go to Procurement Notices.

<b>≡</b> FILTER	Clear All x
Procurement Type	~
Country	~
Region	~
Notice Type	~
Procurement Method	~
Market Approach	~

							Q
howing 1 - 2 of 2 current opportunities matching the search criteria - Download to Excel:							
Description 🗸	Country	Project Title 🗸	Notice Type 💙	Procurement Type ∨	Language ~	Published Date 💙	Submission Deadline i v
Procurement of other hydropower equipment (turbine and generator for Dniester PSP)	Ukraine	Improving Power System Resilience for European Power Grid Integration - P176114	Invitation for Bids	Goods	English	February 27, 2025	May 30, 2025
Procurement of insulated aerial platform trucks	Ukraine	Restoration Project of Winterization and Energy Resources - P180332	Invitation for Bids	Goods	English	February 26, 2025	April 16, 2025

Feedback Survey





## REPOWER: Response to Needs and Results

The Restoration Project of Winterization and Energy Resources (REPOWER): Recovery of the electricity supply and emergency equipment for the heating services.

\$79 mln of initial \$247 mln URTF grant disbursed for procurement of power transmission and heating equipment

#### **Remaining Funding Gap: \$253 million**



#### **Results:**

The project has critically supported restoration of electricity supply for 3-4 million customers and heating supply for 1-2 million customers through delivering critical equipment:

#### Power transmission equipment

- 9 transformers delivered while additional 32 transformers to be delivered by end of April 2025
- Special machineries and trucks are under delivery
- 35 level 2 protective shelters under construction

#### **Heating equipment**

 Urgent equipment including cogeneration units, boiler houses, frequency converters and pipes are under delivery

#### **Upcoming opportunities:**

 Procurement of other power and heating equipment are expected in the coming months based on availability of additional funds.



## IPSR: Improving Power System Resilience for European Power Grid Integration

**IPSR:** enhance the flexibility of the Ukrainian power grid through storage investments and market expansion to support synchronization with the EU grid and decarbonization of power sector.

**\$10.8 mln of \$250 mln financing disbursed** for procurement of power equipment and consulting services

#### Additional financing (recently approved: \$70mln)



#### **Results:**

The project has supported restoration of damaged/destroyed power equipment (transformers) critically needed by Ukraine' largest hydro power generating company PJSC "Ukrhydroenergo"

#### Ongoing and future opportunities:

- procurement of turbine and generator for Dniester hydropower plant reference number UHE-CERC-TG is ongoing, bid submission deadline on May 30, 2025
- procurement of Battery Energy Storage Systems (BESS) with Solar Photovoltaic Plants (PV), including installation – planned to be launched by end of 2025



## **RELINC:** Response to Needs and Results

The Repairing Essential Logistics and Network Connectivity (RELINC) Project: Repairs for restoration of critical transport connectivity and provision of rail rolling stock and port handling equipment for enhanced capacity of logistics chains.

Initial URTF grant of \$50 mln fully disbursed

Additional URTF grant of \$230 mln signed in June 2024

Remaining Funding Gap: \$305 million

#### **Results:**

- Modular road bridges: 18 sets (400 meters) fully delivered
- Equipment for rail repairs: fully delivered
- Flatbed wagons: 200 wagons fully delivered
- 25 electric locomotives (\$190 mln) tender under evaluation

#### **Ongoing and future Opportunities:**

- Danube ports equipment (\$35 mln)
  - Handling & lifting equipment (Izmail / Reni ports)tender for Tug Pusher announced with closing date April 23, 2025. Other tenders about to be issued.
  - o IT systems to manage port vessel traffic











## **HOPE:** Response to Needs and Results

The Housing Repair for People's Empowerment (HOPE) Project: Support critical repair needs of the country's partially damaged housing stock. The project aims to benefit more than 100,000 families.

**URTF** grant of \$210 mln fully disbursed for compensations

URTF grant of \$14.5 million nearly fully allocated to designs and project management and TPMA;

**Remaining Funding Gap: \$575.5 million** 









#### **Results:**

- Over 130,000 applications submitted
- Over 85,000 households compensated
   (>200,000 people) in the amount of \$210mln
- Third Party Monitoring Agency contracted as of March 2025

#### **Upcoming Opportunities:**

 Procurement for design of 185 MFBs repairs about to be launched which will be followed by procurement of works for the same upon availability of fund (estimated cost \$190million)

Before After Before After



## LEARN: Lifting Education Access and Resilience in times of Need

**LEARN:** increase access to in-person learning and improve teaching and learning environment in Ukraine

Total amount: US\$ 415M

**Remaining Funding Gap: US\$ 135M** 

One of the components: **Education** 

Infrastructure planning

Preschool-school-higher education

#### **Components:**

- Transformation of the Physical Learning Environment
- Education infrastructure Investment Plan
- Strengthening capacities for Education Infrastructure Management











**Project-Based Learning** 

Interdisciplinary Stud

Naturalist Learning

Art-Based Learning

Distance Learning











Social-Emotional Learning

**Design-Based Learning** 

Storytelling

Team Learning and Teaching

Play and Movement Learning

#### **Business Opportunities:**

- The program includes procurement of School buses, Protective Shelters, Textbooks etc. as well as procurement of Equipment/IT/Furniture (US\$15 million), Electronic System of School Management (US\$1.5 million), Knowledge Assessment (software): US\$1.5 million, Training and Learning materials (US\$1.5 million) etc.
- Starting in 2026, it is expected to attract heavy investments in education infrastructure,

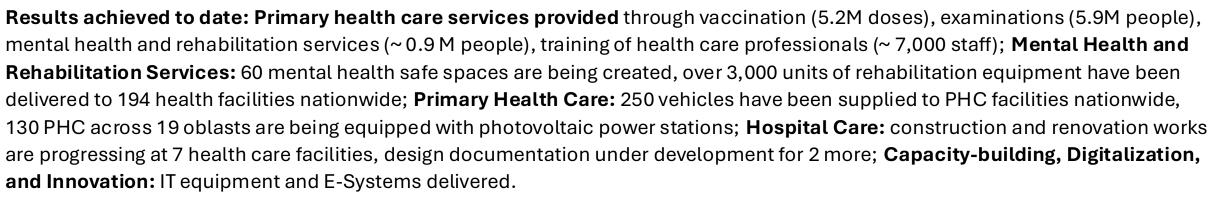


## **HEAL UKRAINE: Rebuilding Health Sector**

**Health Enhancement and Lifesaving Ukraine (HEAL) Project:** restoration and improvement of essential health care and strategic reforms of the health sector

#### Funding: US\$ 500m, including

- **EUR 100m** IBRD loan (backed by a Guarantee from the Government of Spain)
- US\$ 20m grant from GFF
- US\$ 104m grant from URTF (incl. forthcoming US\$ 16m)
- **EUR 100m** CEB parallel co-financing
- US\$ 100m\* KEXIM parallel co-financing



#### **Upcoming Opportunities:**

- Civil works (reconstruction and rehabilitation of selected health facilities): US\$77 million.
- Solar Panels for selected 200 PHC (Primary Health Centers): US\$6 million.
- Medical Equipment (CT, angiography, rehabilitation, etc.): US\$20 million.

<sup>\*</sup>this parallel co-financing is not counting towards the US\$ 500m framework envelope



## **INTEGRITY IN WORLD BANK-FUNDED OPERATIONS**



## **Anti Corruption Guidelines**



#### Fraud and Corruption

The Bank requires application of, and compliance with, the Bank's Anti-Corruption Guidelines, including without limitation the Bank's right to sanction and the Bank's inspection and audit rights. <u>For details see</u> <u>Annex IV, Fraud and Corruption, of the Procurement Regulations</u>

The Bank requires that Borrowers (including beneficiaries of Bank financing); bidders (applicants/proposers), consultants, contractors and suppliers; any sub-contractors, subconsultants, service providers or suppliers; any agents (whether declared or not); and any of their personnel, observe the highest standard of ethics during the procurement process, selection and contract execution of Bankfinanced contracts, and refrain from Fraud and Corruption.



## **How to Report Fraud and Corruption**

https://www.worldbank.org/en/about/unit/integrity-vice-presidency



#### **Integrity Vice Presidency** ABOUT INVESTIGATIONS SANCTIONS & COMPLIANCE PREVENTION ANNUAL REPORTS The Integrity Vice Presidency (INT) is an independent unit within the World Bank Group that investigates and pursues sanctions related to allegations of fraud and corruption in World Bank Group-financed projects. INT supports the main business units of the World Bank Group and external stakeholders, mitigating fraud and corruption risks through sharing investigative findings, advice, prevention and outreach efforts. Report Suspected Fraud or Corruption Staff Rule 8.01 "A staff member has a duty to report suspected fraud or corruption in Bank-Group financed projects or in the administration of Bank Group business to his or her direct manager, or to the Department of Institutional Integrity ('INT'). A manager who suspects or receives a report of suspected fraud or corruption has an obligation to report it to INT." Suspicions not evidence Early reporting Online complaint form speeds up process





## **Debriefing and Complaints Handling**

## **Debriefing:**

Unsuccessful bidders may request debriefing from executing agency. If they are not satisfied with the explanation given, they may contact World Bank (WB) directly.

## **Complaints:**

- ☐ Bidders may file complaint directly with WB and may copy WB on correspondence with executing agencies.
- ☐ More streamlined complaints submission by bidders/consultants through provision of:
  - A standstill period to submit a complaint before the borrower proceeds to signing the contract;
  - A standstill period following the notification of the results of technical evaluation for consultants to complain before opening of the financial proposals.

World Bank Department of Institutional Integrity – One of the responsibilities: Investigations on allegation of fraud and corruption >>>

https://www.worldbank.org/en/about/unit/integrity-vice-presidency



## **Procurement-related Complaints**

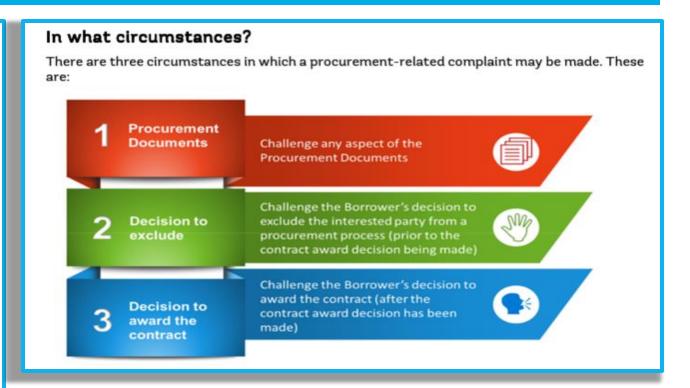


#### Procurement-related Complaints

How to complain

January 2017







For specific details, including the mandatory requirements for procurementrelated complaints, **refer to the World Bank Procurement Regulations for IPF Borrowers (Procurement Regulations), paragraphs 3.26 to 3.31 and Annex III**.



## **Useful Additional Information**



## **Finances ONE**

#### https://financesone.worldbank.org



A product of WBG Finance & Accounting

Explore World Bank Group's (WBG) public financial data with Finances One! Gain access to comprehensive information on financial results, procurement, lending, and more - all in one platform. With simplified presentation and easy-to-consume formats, empower your analysis and seamlessly derive insights.

Click here to access learning resources and know more about Finances one.

## Spotlight Publications



Sovereign Default and Recovery Rate Statistics



**IBRD Callable Capital Report** 

VIEW MORE >

×

Announcements



Welcome to Finances One! Get started with this Brief Informational Video (>)

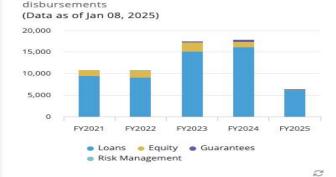
Explore the new design, enhanced user experience, interactive visualizations, improved data discovery, and live data connections.

#### **Featured Content**



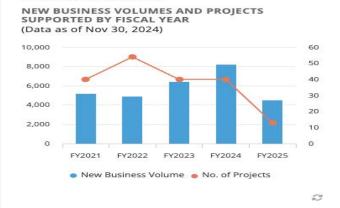
- Data presented does not include Trust Funds, Financial Intermediary Funds (FIFs) Commitments, loans to IFC.
- Data presented does not include guarantees issued on behalf of MIGA administered Trust Funds.

## IFC Investments BOARD APPROVED INVESTMENTS BY PRODUCT LINE Does not reflect actual IFC commitments or



- For IFC Investment projects, all investment figures are indicative and represent only the total amounts as approved by the Board.
- IFC projects for which no disbursements have occurred are not included.

#### **MIGA Guarantees**

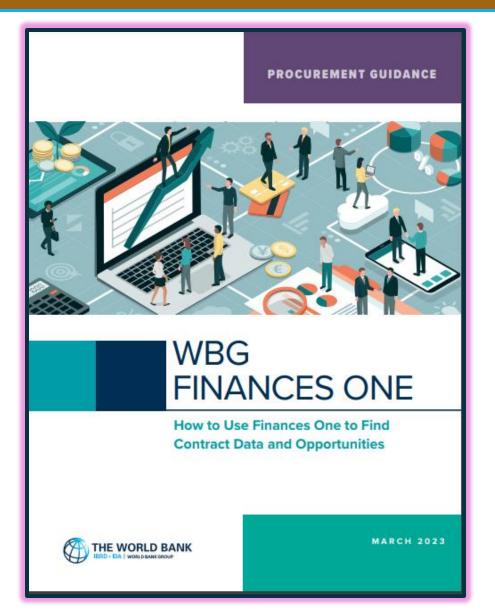


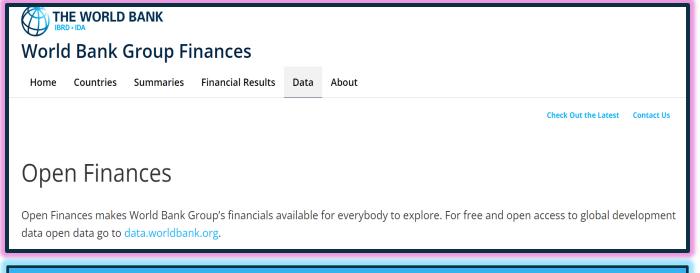
- Based on unaudited data.
- The fiscal year begins on July 1st of the previous year and runs through June 30th of the designated year.



# Procurement Guidance

## How to Use Finances ONE to Find Contract Data and Opportunities

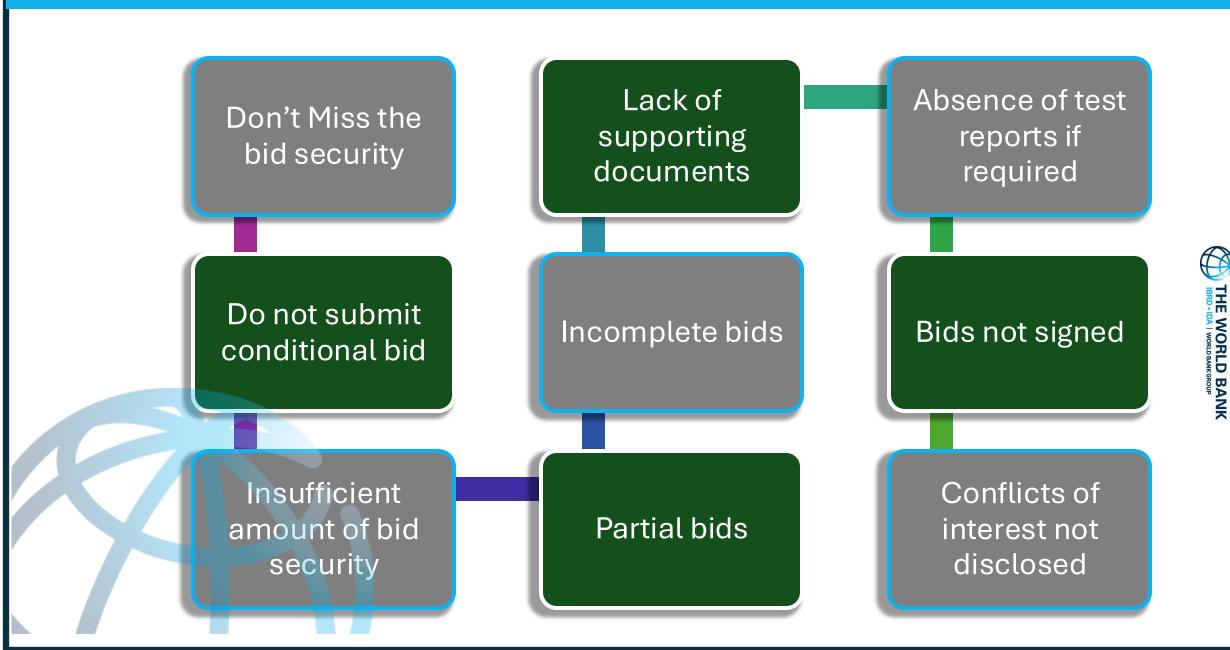








## Advice on Bid Preparation --- What not to do ---



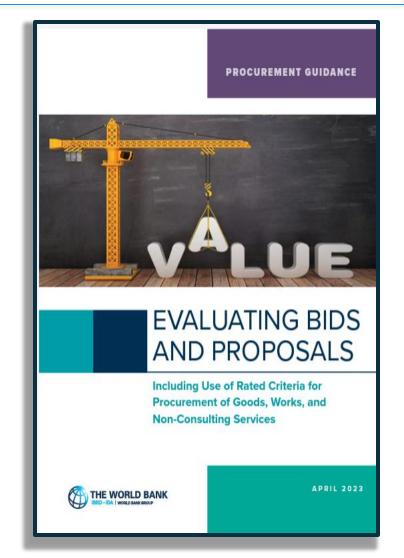
# Use of Rated Criteria for Most International Procurements (Default Approach)

New International Procurements advertised on or after March 1, 2025, using a Bank Standard Procurement Document

- ☐ Mandated specific quality weightings for most international procurement and enhanced Bank's oversight. The weight of quality factors for High and Substantial risk contracts for goods, works and non-consulting increased to minimum 50%.
- Mandated Early Market Engagement for international procurement greater than US\$10M and enhanced procurement complaints handling
- ☐ Provided direct payment by the Bank option for all international procurements greater than US10M and for smaller contracts in FCV like Ukraine.



Application of Rated Criteria will not be mandatory for:
Pharmaceuticals
Vaccines
Off the shelf goods and educational materials
Commodities
Other exception cleared by the CPO on a fit-for-purpose basi







# Thank you for your attention

