



**CHINA & THE WORLD BANK**  
**Chinese Firms in the  
World Bank Market FY17-24**



Development Business Advisors LLC

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#### **About Development Business Advisors, LLC**

Development Business Advisors LLC (DBA) is a boutique consulting firm based in Washington, DC, whose main focus is supporting client companies in their pursuit of contracts with the World Bank and other international development organizations. DBA serves many types of clients, including consulting, advisory, engineering, construction and suppliers. DBA provides these clients with information and advice related to project development, procurement cycle, specific procurements, policies and procedures and general trends in the international development marketplace.

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## Acronyms & Abbreviations

AFD	Agence Française de Développement
AG	Agriculture
BRT	Bus Rapid Transit
EAP	East Asia & Pacific
ECA	Europe & Central Asia
EDU	Education
EN	Energy
ESA	Eastern & Southern Africa
FY	Fiscal Year
GPN	General Procurement Notice
ICB	International Competitive Bidding
ICT	Information and Communication Technologies
IPF	Investment Project Financing
LAC	Latin America & Caribbean
MENA	Middle East & North Africa
NCB	National Competitive Bidding
PP	Procurement Plan
PPSD	Project Procurement Strategy for Development
PUB	Public Sector
RFQ	Request for Quotations
SA	South Asia
SOC	Social
SPN	Specific Procurement Notice
TR	Transportation
WB	World Bank
WCA	Western & Central Africa
WSS	Water Supply & Sanitation

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## Introduction

This report examines the performance of Chinese firms as contractors on projects financed by the World Bank (WB). The text provides an overview of the WB market and analyzes the performance of Chinese firms in that market, including by procurement category, region, and sector.

Most of the data analyzed for this report was sourced from the WB. The *WB Projects Database* includes information on grants and loans, including Investment Project Financing (IPF) which is the main focus of this report. The *Contract Awards in Investment Project Financing Database* includes all contract awards financed by IPF. As with all databases, these database include peculiarities and errors that present challenges to the analysis of the data they contain. DBA does its best to clean and analyze the data for the best results given its research goals.

In addition to these two databases, the report also relies on several WB publications. *Procurement Regulations for IPF Borrowers* dated November 2020 provides details on WB procurement policies and procedures. For the Abidjan Urban Mobility Project case study, information was collected from the Project Appraisal Document dated June 3, 2019, and from the project's regularly updated Procurement Plan.

## Findings

From FY17-FY24, Chinese firms were awarded more than \$25 billion in WB contracts, accounting for more than 20 percent of the total value of WB project contracts, making it by far the leading supplier country. The second largest supplier is India at approximately \$15 billion or 12 percent of the total.

Transportation and Energy ranked highest among sectors, with a total amount of \$8.9 billion and \$8.8 billion respectively, together constituting approximately 67 percent of all contracts awarded to Chinese firms. In terms of market share, Chinese firms lead in the Energy sector with nearly 40 percent of contract awards by value. Transportation is second with more than 25 percent, followed by Water Supply & Sanitation (WSS) with 22 percent. Chinese firms won nearly 20 percent of contract value in the Information and Communications Technologies (ICT) sector.

In terms of regions, Eastern and Southern Africa (ESA) led with a total of \$7.6 billion in contracts for Chinese firms during FY17-24, nearly 30 percent of the value of all contracts awarded to Chinese firms over the period. South Asia and East Asia and the Pacific (EAP) are virtually tied for second place at approximately \$6.0 billion or 23 percent. Chinese firms grew their activity in West and Central Africa (WCA) over the period from less than \$0.2 billion in FY17 to more than \$1.0 billion in FY24 for a total of more than \$3.7 billion over the period, close to 15 percent of total. ECA trails at approximately \$2.0 billion for the period. LAC and MENA appear even smaller

at approximately \$0.5 billion and \$0.25 billion, or less than 2.0 percent and 1.0 percent respectively.

In terms of regional market share, EAP is the leading region with 38.7 percent, including China at nearly 100 percent, Laos at nearly 40 percent and Cambodia at more than 30 percent. In ESA, Chinese firms secured more than 28 percent of WB contracts by value. In Tanzania and among regional ESA contracts, Chinese firms secured approximately 50 percent of the total value. In Zambia and Ethiopia, the percentage was approximately 35 percent, while in Kenya, it was closer to 26 percent. In South Asia, Chinese firms are not very active in India, where they secured less than two percent of total contract value. They are much more active in Pakistan where they secured nearly 63 percent of contract value and in Bangladesh where they secured more than 26 percent. Chinese firms grew their market share in WCA over the period. They secured more than 32 percent of contract value in Cote d'Ivoire and more than 26 percent in Senegal.

The following sections provide more details on these findings.

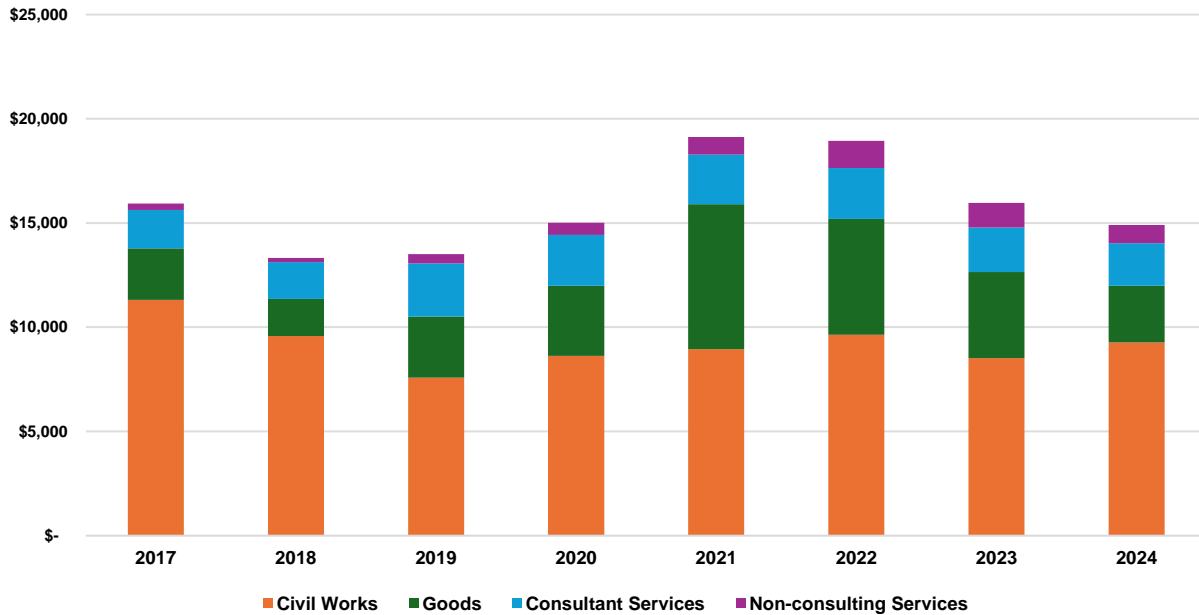
## Overview

Each year, the WB lends \$40-80 billion to its member developing countries. Much of this activity is policy-based budgetary support featuring little or no procurement of private-sector goods and services. However, approximately 50-70 percent of annual lending is in the form of Investment Project Financing (IPF). Each of these loans is a project and each project features the procurement of a range of goods and services through dozens of contracts awarded to private firms. The total value of contract awards on WB financed projects is \$10-20 billion per year.

The Bank does not directly manage the procurement process under IPF. Instead, borrower countries manage the procurement process in accordance with WB policies and procedures through designated implementing agencies. The Bank maintains an oversight role, ensuring procurements align with international standards and its own policies and procedures.

WB projects feature procurement in different categories, including Civil Works, Goods, Consultant Services and Non-consulting Services. The contract amounts overall and in each category fluctuate from year to year. Between FY17 and FY24, among the four categories, Civil Works was the largest category followed by Goods (Graph 1).

**Graph 1. WB Contracts by Category, US\$M**



The WB procurement process follows a structured sequence that begins during project preparation when the borrower creates a Project Procurement Strategy for Development (PPSD) under IPF. This document outlines how procurement will be conducted and aligns it with the project’s goals. Based on the PSPD, the borrower prepares a Procurement Plan (PP), which details specific procurement activities. Borrowers may utilize a variety of procurement methods outlined in the Bank’s *Procurement Regulations for IPF Borrowers*.

## Case Study: Abidjan Urban Mobility Project

Throughout this report, we will use a specific WB project as an example to illustrate how WB procurement works in practice. The box below provides an overview of the Abidjan Urban Mobility Project.

### Box 1 Case Study: Abidjan Urban Mobility Project

**Country:** Cote d'Ivoire

**Objective:** To improve accessibility to economic and social opportunities and to increase the efficiency of the public transport system along the Yopougon-Bingerville corridor and its feeder lines in Abidjan

**Cost:** With a total project cost of approximately \$540 million from the following sources:

- \$300 million from WB
- \$100 million from the Agence Française de Développement (AFD)
- \$90 million of commercial debt
- \$10 million of government resources
- \$40 million of private sector equity.

**Project components:**

- 1) Implementation of the East-West Bus Rapid Transit (BRT) corridor between Yopougon and Bingerville (\$380 million)
- 2) Strengthening of SOTRA and the restructuring of the feeder system to mass transit lines (\$75 million)
- 3) Organizing the artisanal transport sector and last-mile accessibility (\$50 million)
- 4) Human Capital Development and Operational Support (\$25million)

The Abidjan Urban Mobility Project's Procurement Plan includes the estimated amount of procurement required to achieve the project's objectives. The large works contracts on the Abidjan Urban Mobility Project were procured through ICB while smaller contracts were awarded through Limited Competition, Direct Selection, and National Competitive Bidding.

## The Performance of Chinese Firms

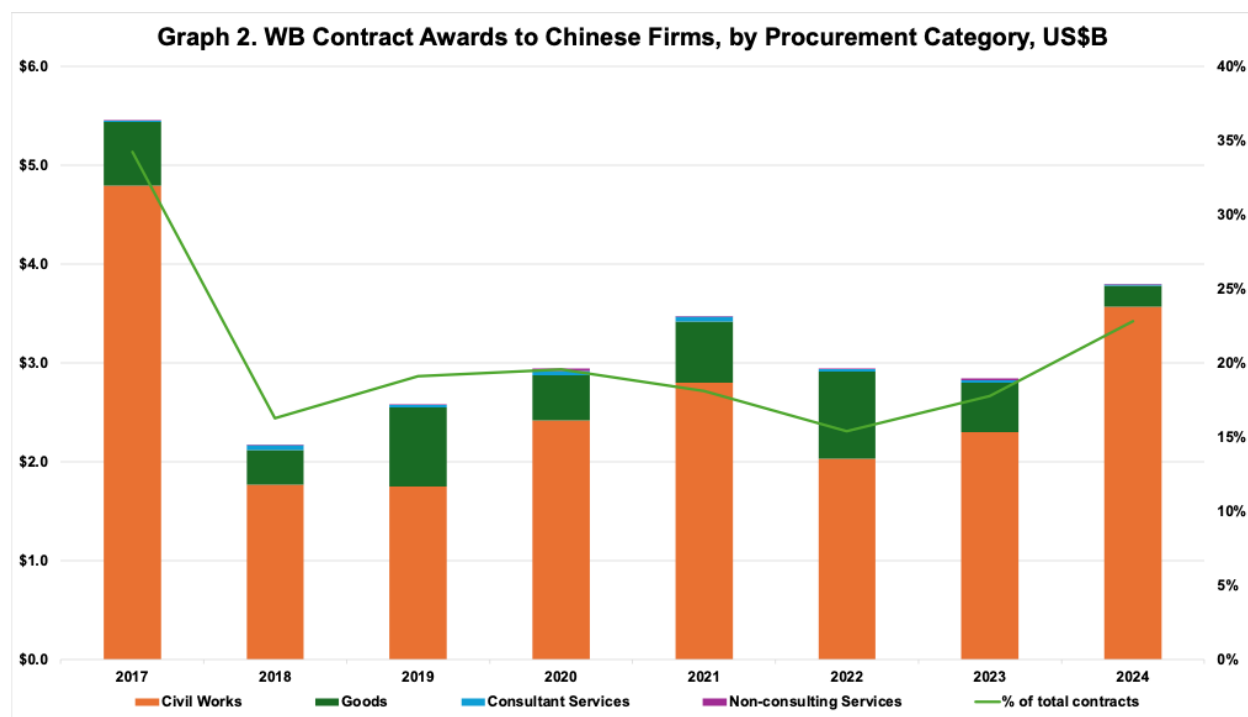
From FY17-FY24, Chinese firms were awarded more than \$25 billion in WB contracts, accounting for more than 20 percent of total WB contracts, making it by far the leading supplier country to WB financed projects. The second largest supplier country was India at approximately \$15 billion or 12 percent of the total.

As shows in Graph 2 below, the value of contracts awarded to Chinese firms varied over the FY17-24 period, with FY17 the highest at \$5.4 billion. The total was approximately \$2.2 billion in FY18, a 60 percent decrease from 2017. Since then, contract awards to Chinese firms increased, reaching \$3.8 billion in FY24. In terms of the percentage of total contract awards, Chinese firms accounted for 34 percent in 2017, then fluctuated between 15 percent and 20 percent until reaching more than 22 percent in FY24.



Among the four procurement categories, Civil Works takes up the largest proportion among all the contract award values towards Chinese firms. For example, in FY17, there were \$4.8 billion awarded in the Civil Works category.

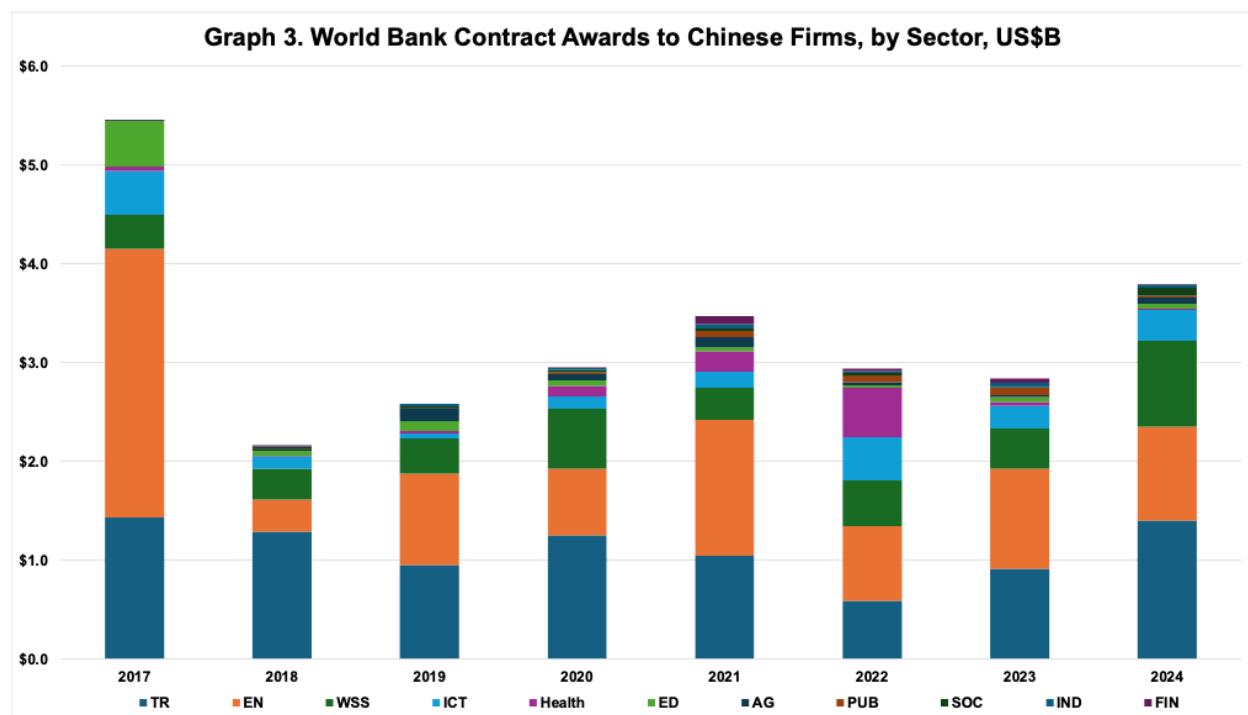
In our case study Abidjan Urban Mobility Project, out of a total estimated cost of \$580 million, a little less than \$300 million worth of goods and services has so far been procured<sup>1</sup>. This included approximately \$280 million in Civil Works representing more than 93 percent of total procurement so far on the project. Consultant Services accounted for approximately \$17.5 million or 6.0 percent of procurement while Goods and Non-consulting services accounted for less than \$1 million or 1.0 percent each.



<sup>1</sup> The project is scheduled to close in October 2025 and some additional procurement still is planned.

## Sector Performance

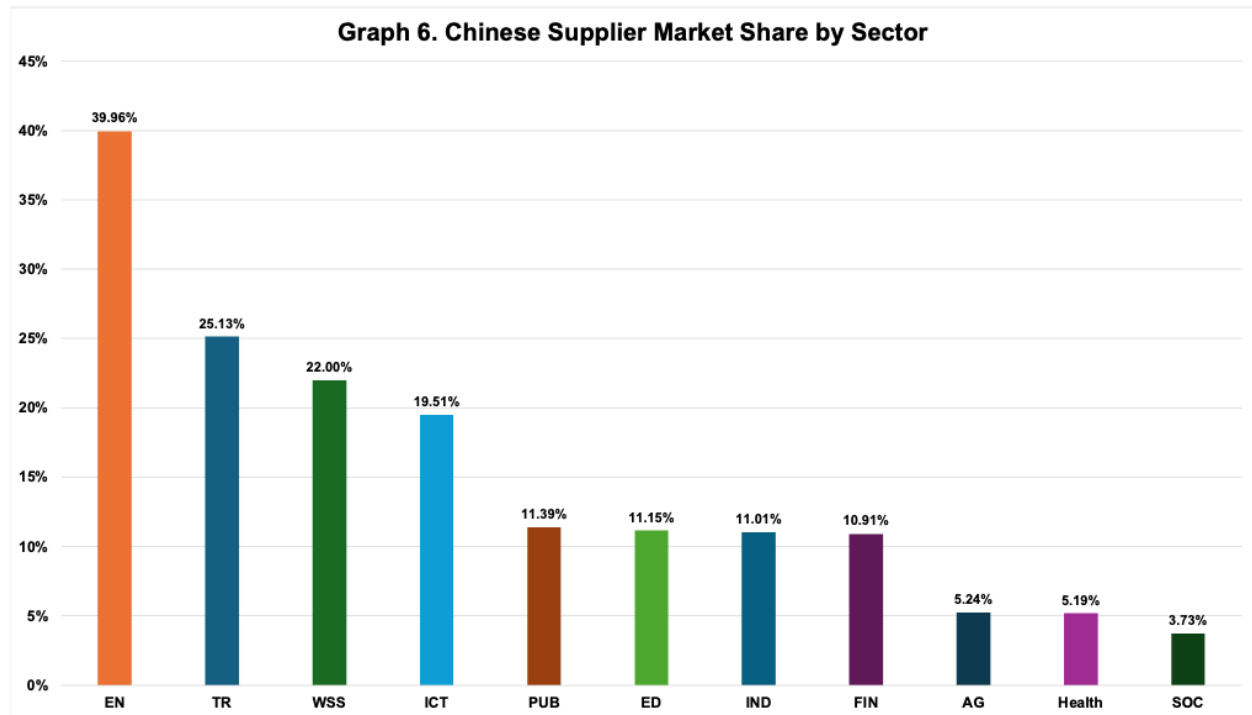
As displayed in Graph 3, during the FY17-24 period, Chinese firms were awarded contracts in all of the 11 sectors in which the WB finances projects. Transportation and Energy ranked highest, with a total amount of \$8.9 billion and \$8.8 billion respectively, together constituting approximately 67 percent of the total. Energy contracts totaled \$2.7 billion in FY17 then fell to \$0.3 billion in FY18 before increasing again to approximately \$1 billion for FY23 and FY24. Transportation contracts totaled \$1.4 billion in FY17 before falling to less than \$1 billion in FY19 then eventually rising to \$1.4 billion again in FY24. Contracts in Water Supply and Sanitation (WSS) grew from approximately \$340 million in FY17 to eventually reach \$870 million in FY24. Contract awards in other sectors were significantly smaller.



## Market Share by Sector

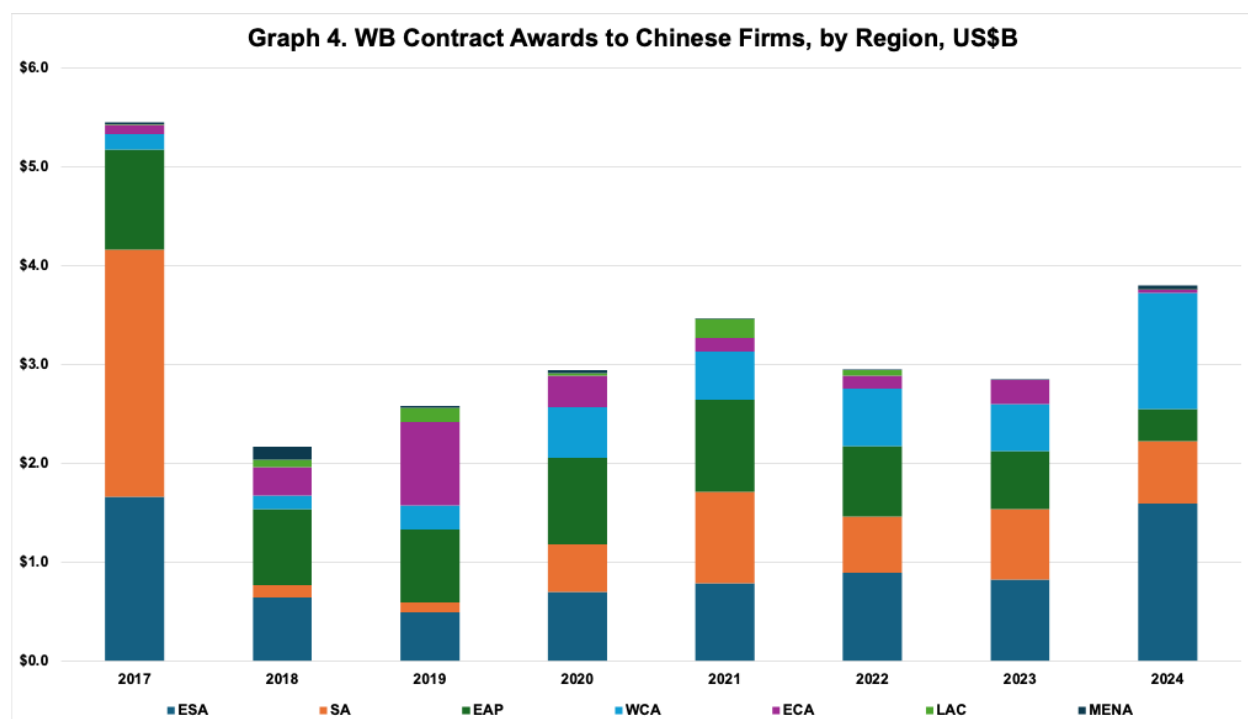
As displayed in Graph 6, in terms of market share, Chinese firms lead in the Energy sector with nearly 40 percent of WB contract awards by value. Transportation is second with more than 25 percent followed by WSS with 22 percent. Chinese firms won nearly 20 percent of contract value in the ICT sector. For all other sectors, Chinese firms won less than 15 percent of contract values.

Our case study Abidjan Urban Mobility Project is classified as a Transportation project. Chinese firms secured more than 93 percent of the value of contract awards on this project, mainly through one large civil works contract. Firms from the borrower country Cote d'Ivoire received approximately \$8.5 million or 2.85 percent of the contracts. French firms secured \$7.6 million or 2.56 percent. Firms from several other countries received less than 0.5 percent of contract value awards.



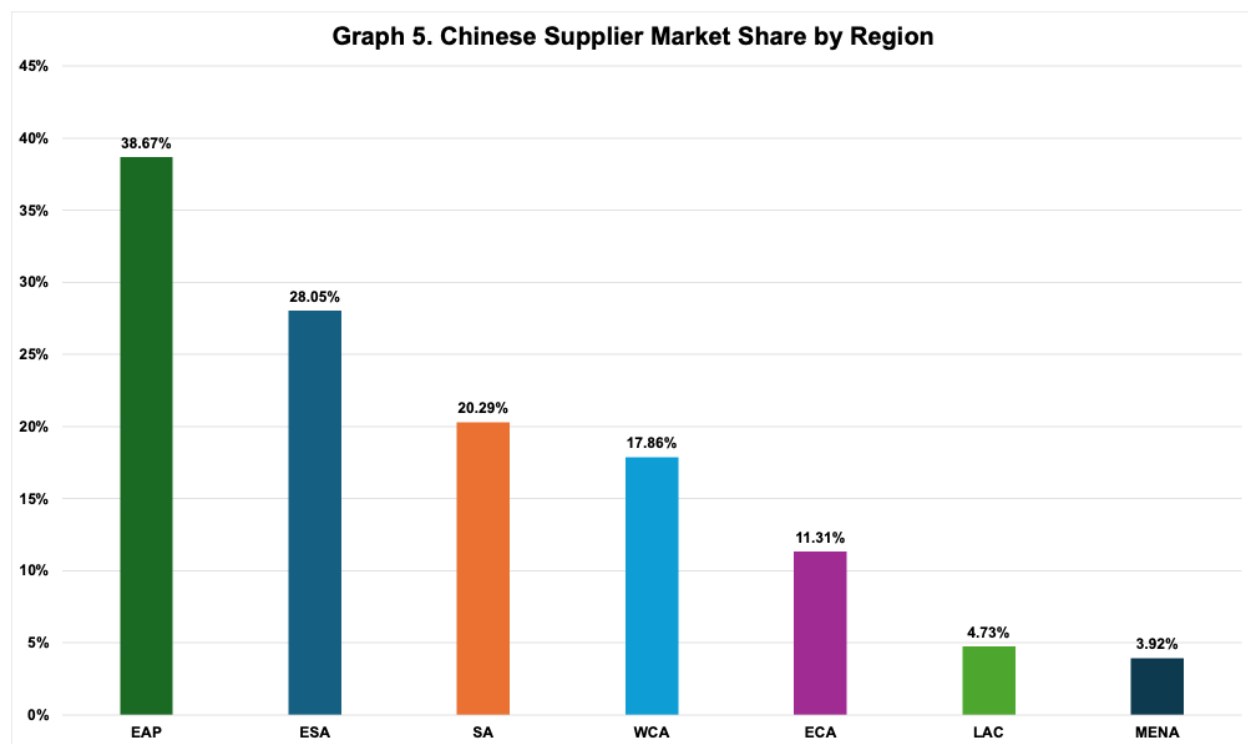
## Regional Performance

As indicated in Graph 4, Chinese firms are active in all of the WB’s regions of operations, though to varying degrees. Eastern and Southern Africa (ESA) is the leading region followed by South Asia, East Asia and Pacific (EAP), and Western and Central Africa (WCA). The value of contracts awarded to Chinese firms in ESA was \$1.7 billion in FY17 then dropped to \$0.49 billion in FY19 before rising again to \$1.6 billion in FY24. In South Asia, the value of contracts dropped from \$2.5 billion in FY17 to \$0.1 billion in FY19 before rising to \$0.71 billion in FY23. Contract awards for Chinese firms with operations in other regions show fluctuation over time. The value of contract awards to Chinese firms in Europe and Central Asia (ECA) nearly tripled from FY18 to FY19. The value of awards in West and Central Africa (WCA) increased almost 2.5 times from FY23 to FY24. Comparing the most awarded region to the least, the award for Chinese firms operating in ESA is 30.5 times the award for Chinese firms operating in the Middle East and North Africa (MENA).



## Market Share by Region

Graph 5 displays the percentage of WB contracts awarded to Chinese firms by value over the period FY17-FY24 for each region in which the WB operates. EAP is the leading region, followed by ESA, SA, and WCA. Between FY17 and FY24, Chinese firms won 38.67 percent of contract value for the EAP region. Not surprisingly, Chinese firms secured nearly 100 percent of the value of WB contracts in their home country. The next highest countries in EAP for Chinese firms were Laos at nearly 40 percent and Cambodia at more than 30 percent. In ESA, Chinese firms secured more than 28 percent of WB contracts by value. In Tanzania and among regional ESA contracts, Chinese firms secured approximately 50 percent of the total value. In Zambia and Ethiopia, the percentage was approximately 35 percent, while in Kenya, it was closer to 26 percent. In South Asia, Chinese firms are not very active in India, where they secured less than two percent of the contract value. They are much more active in Pakistan where they secured nearly 63 percent of the contract value and in Bangladesh where they secured more than 26 percent. Chinese firms grew their market share in WCA over the period. They secured more than 32 percent of contract value in Cote d’Ivoire and more than 26 percent in Senegal. In ECA, Chinese firms won the highest percentage of contract value in Georgia at 25 percent and Uzbekistan at 21 percent. Chinese firms are much less active in LAC and MENA where they won less than 5 percent of contract value.



## Top Contractors

The following table displays the top 10 Chinese contractors on WB projects during FY17-24. Two Chinese suppliers won more than \$2 billion in contracts: CGGC and Sinohydro. CGCOC won more than \$1 billion while the other top 10 companies won between \$500 million and \$1 billion. CRBC is ranked as the sixth largest WB contractor. One of the largest contracts it won during this period was on our case study project, Abidjan Urban Mobility. The contract value is approximately \$180 million and it is for the construction of a Bus Rapid Transit line between Abidjan and Bingerville. This contract was the 14<sup>th</sup> largest contract won by a Chinese firm during the period and the 34<sup>th</sup> largest contract awarded under IPF overall during the period. CGGC also won a contract on the Abidjan Urban Mobility Project, for approximately \$68 million. This contract was for a smaller section of the BRT, from Yopougon to Abidjan.

Table 1: Top 10 Chinese Contractors on World Bank Projects FY17-FY24		
Rank	Company	Amount (US\$M)
1	China Gezhouba Group Company Limited (CGGC)	\$2,460
2	Sinohydro	\$2,102
3	CGCOC Group Co., Ltd.	\$1,047
4	China Civil Engineering Construction Corporation	\$947
5	Tbea Co., Ltd.	\$911
6	China Road and Bridge Corporation (CRBC)	\$890
7	Power Construction Corporation of China	\$886
8	China State Construction Engineering Corporation Ltd.	\$778
9	China State Railway Group Co., Ltd.	\$724
10	China CAMC Engineering Co., Ltd.	\$600

## Conclusion

This report provides an overview of the performance of Chinese firms in the WB market from FY17 to FY24. The report begins with an overview of the WB market. It then provides an analysis of Chinese supplier performance, exploring their sectoral and regional performance as well as their market shares. The report uses the Abidjan Urban Mobility Project as a case study to illustrate how WB procurement works in practice.

The main findings of the report are impressive. From FY17-FY24, Chinese firms were awarded more than \$25 billion in WB contracts accounting for more than 20 percent of total contract

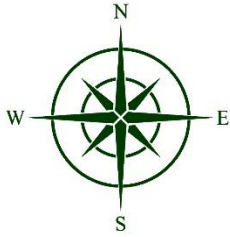
awards, making China by far the leading supplier country to WB financed projects. The second largest supplier country is India at approximately \$15 billion or 12 percent of the total.

Transportation and Energy ranked highest among sectors, with a total amount of \$8.9 billion and \$8.8 billion respectively, together constituting approximately 67 percent of all contracts awarded to Chinese firms. In terms of sector market share, Chinese firms lead in the Energy sector with nearly 40 percent of WB contract awards by value. Transportation is second with more than 25 percent, followed by WSS with 22 percent. Chinese firms also won nearly 20 percent of the contract value in the ICT sector.

In terms of regions, Eastern and Southern Africa (ESA) leads with a total of \$7.6 billion in contracts for Chinese firms during FY17-24, nearly 30 percent of the value of all contracts awarded to Chinese firms over the period. South Asia and EAP are virtually tied for second place at approximately \$6.0 billion or 23 percent. Chinese firms grew their activity in WCA over the period from less than \$0.2 billion in FY17 to more than \$1.0 billion in FY24 for a total of more than \$3.7 billion over the period, close to 15 percent of total contracts awarded to Chinese firms for the period. ECA trails at approximately \$2.0 billion for the period. LAC and MENA appear even smaller at approximately \$0.5 billion and \$0.25 billion, or less than 2.0 percent and 1.0 percent respectively.

In terms of regional market share, Chinese firms lead in EAP with 38.7 percent, including nearly 100 percent of the their home market , nearly 40 percent in Laos and more than 30 percent in Cambodia. In ESA, Chinese firms secured more than 28 percent of WB contracts by value. In Tanzania and among regional ESA contracts, Chinese firms secured approximately 50 percent of total value. In Zambia and Ethiopia, the percentage was approximately 35 percent, while in Kenya, it was closer to 26 percent. In South Asia, Chinese firms are not very active in India, where they secured less than two percent of the contract value. They are much more active in Pakistan, where they secured nearly 63 percent of the contract value, and in Bangladesh, where they secured more than 26 percent. In WCA, Chinese firms secured more than 32 percent of contract value in Cote d'Ivoire and more than 26 percent in Senegal.

Two Chinese firms secured more than \$2 billion in WB contracts over the period and another secure more than \$1 billion. All of the top 10 Chinese firms in the market secured more than \$500 million in contracts. These are some of the largest construction firms in the world which are active not only in the WB market but in a variety of markets worldwide.



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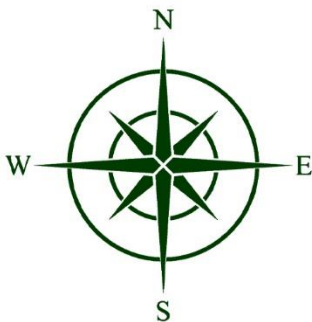
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## The World Bank Market

- WB lends \$40-80 billion annually
- Projects are typically implemented over a 5-10 year period
- Each project is a loan and each loan funds dozens of contracts
- Total value of contract awards is \$10-20 billion per year
- Similar process at all MDBs

## Our Services

- Diagnostic assessment of opportunities
- Bid opportunity tracking
- Market intelligence
- Proactive advocacy
- Operational & policy engagement
- Training & education
- Pursue strategy at other DFIs



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