



ASIAN INFRASTRUCTURE
INVESTMENT BANK

2022 ANNUAL OPERATIONAL PROCUREMENT REPORT

June 2023





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ABBREVIATIONS

AIIB	Asian Infrastructure Investment Bank
CRF	COVID-19 Crisis Recovery Facility ¹
COVID-19	coronavirus disease
IOCS	International Open Competitive Selection
IOCT	International Open Competitive Tendering
MDB	multilateral development bank
NSBF	Nonsovereign-backed Financing
PBF	Policy-based Financing
PPSF	Project Preparation Special Fund
SBF	Sovereign-backed Financing
SPD	Standard Procurement Document

¹ The CRF has been available since 2020 to both public and private sector entities in any AIIB member facing (or at risk of facing) serious adverse impacts as a result of the outbreak of COVID-19.

FOREWORD

This 2022 Annual Operational Procurement Report (“the Report”) is produced by the Operational Services Department, Asian Infrastructure Investment Bank (AIIB or “the Bank”), as the second operational procurement report since 2016.

The Report covers the procurement contracts signed during the period of 2016-2022, which are financed by the Bank under sovereign-backed financing (SBF) (in both stand-alone and co-financed projects) and Project Preparation Special Fund (PPSF) grants, in accordance with AIIB Policy on Public Information (September 2018). In 2022, AIIB continued to deliver high-quality procurement, ensuring the funds are used for the intended purpose, with the concepts of value-for-money and fit-for-purpose as paramount. The grand total value of procurement contracts for the period 2016-2022 was USD16,650.5 million (including USD122.0 million in consulting services contracts). The total value of procurements in the year 2022 was USD3,544.0 million.

In the year 2022, AIIB also delivered a number of Business Outreach Seminar events to various stakeholders. The events provided information about AIIB Procurement Policy, Principles and Procedures, as well as disseminated procurement opportunities in AIIB-financed projects. These events will likely be expanded and improved in the coming years, so that more qualified potential firms and individuals can participate in the procurement of AIIB-financed projects.

AIIB is committed to delivering high procurement quality and standards, and therefore, AIIB continues to adopt the best international practices in its policy and practices to better deliver value for money.

Urjit Patel

Vice President, Investment Operations Region 1
Asian Infrastructure Investment Bank

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EXECUTIVE SUMMARY

AIIB Portfolio. Since AIIB's first operation in 2016 to the end of 2022, the Bank has approved a cumulative of 202 projects, comprising a total of USD38.81 billion in financing. The sovereign-backed financing (SBF)² consists of 127 projects (62.9 percent of total number of projects). In addition, the Bank also approved Project Preparation Special Fund (PPSF) grants with a total of USD47.58 million. Out of the abovementioned projects and grants, there are 69 approved SBF projects and 11 approved PPSF grants³ with contracts signed during the period of 2016-2022, which are the statistical objects⁴ throughout this 2022 Annual Operational Procurement Report.

AIIB Procurement Framework. AIIB Procurement Framework comprises the following:

- Procurement Policy, updated on Nov. 22, 2022, which added the introduction of the procurement requirements of Result-Based Projects.
- Interim Operational Directive on Procurement Instructions for Recipients (June 2, 2016).
- The following Standard Procurement Documents (SPD):
 - SPD for Procurement of Goods, June 2021 (for One-Envelope Tendering Process).
 - SPD for Procurement of Works, June 2021 (for One-Envelope Tendering Process without Prequalification).
 - SPD for Procurement of Works, June 2021 (for Two-Envelope Tendering Process without Prequalification).
 - Request for Proposal for Consulting Services, June 2021.

Procurement Profile. Overall, during the period of 2016-2022, contracts amounting to USD16,650.5 million⁵ were signed under the Bank's SBF projects and PPSF grants. Around 93.9 percent of the total contract value was procured through competitive tendering/selection, whereas 6.1 percent was procured through direct contracting/selection, which was largely in connection to the procurement of goods under the COVID-19 Crisis Recovery Facility (CRF).

² Sovereign-backed financing (SBF) is a loan to, or guaranteed by, an AIIB member. Nonsovereign-backed financing (NSBF) means any financing extended by the Bank that is not SBF; it includes any financing to or for the benefit of a private enterprise or a sub sovereign entity (such as a political or administrative subdivision of a member or a public sector entity) that is not backed by a guarantee or counter-guarantee and indemnity provided by the member to AIIB. (See <https://www.aiib.org/en/about-aiib/who-we-are/financing-operations/index.html>)

³ This Report does not cover other SBF projects and PPSF grants that are: (i) Policy-based Loans, Result-based Loans, and Program-for-Results financing (in joint co-financing with other development partners), which do not finance procurement contracts, and (ii) SBF projects and PPSF grants where (a) procurement has not yet been initiated, or (b) the procurement is ongoing but not yet completed.

⁴ Procurement under NSBF projects mostly follows market practice. Currently, there is a limitation in obtaining the proper procurement data as there is no standard comprehensive documentation yet to allow comparable analysis as it is found in SBF projects. Therefore, this procurement under NSBF is excluded from this Annual Operational Procurement Report.

⁵ The contract value indicates the signed contract price throughout this Annual Operational Procurement Report. In view of para 8.1.4 of AIIB Policy on Public Information (September 2018), the contracts for the procurement of COVID-19 vaccine are excluded throughout this Annual Operational Procurement Report.

Sectoral Distribution. In terms of sectoral distribution, the contract awards were mostly made in transport (36.7 percent), energy (29.1 percent), water (14.1 percent), CRF-public health (10.9 percent) and urban (8.8 percent) sectors.

Collaboration and Growth. The annual procurement value under stand-alone projects has risen fivefold, from USD282.6 million in 2016 to USD1,490.3 million in 2022. AIIB has also been continuously collaborating with other multilateral development banks (MDBs) in financing infrastructure developments in the form of co-financed projects.⁶ The annual procurement value of co-financed projects increased from USD210.3 million in 2016 to USD2,053.7 million in 2022.

Procurement under CRF. During the period of 2020-2022, the portion of total procurement value under CRF was USD1,830.6 million.⁷ The annual procurement value under CRF was USD1,439.6 million in 2020, USD201.8 million in 2021, and USD189.2 million in 2022.

Spread of Contract Award. During the period of 2016-2022, the largest proportion of contracts (83.6 percent of total) were made to suppliers/contractors/consultants from India, China, Türkiye, Indonesia, and Pakistan. In 2022, USD2,915.1 million (or 82.3 percent of total contract value in 2022) was awarded to suppliers/contractors/consultants from the above members.

Domestic Contract Awards. The percentage of contract value awarded to domestic firms and individuals⁸ is summarized in the table below:

Year	Overall	Goods	Works	Consulting Services
2016-2022	74.8%	73.3%	76.0%	66.0%
2022	81.8%	95.2%	86.2%	57.5%

⁶ The Bank has co-financed projects with other MDBs: World Bank, Asian Development Bank, European Bank for Reconstruction and Development and European Investment Bank.

⁷ The statistics include medical supplies and medical equipment and facilities, in response to the COVID-19 outbreak, excluding the procurement of vaccines.

⁸ Domestic firms and individuals are those whose origin is the same as that of the Contracting Authority.

AIIB PORTFOLIO PROFILE (2016-2022)

1. As of Dec. 31, 2022, a total of 202 projects had been approved by AIIB, comprising a total of USD38.81 billion financing, of which 127 projects are sovereign-backed financing (SBF). Tables 1 and 2 show the cumulative approved investment during 2016-2022. AIIB investments had spanned over 33 members. Table 3 shows the sector distribution of the Bank's financing, where the energy, finance and transport sectors dominate the portfolio.

Table 1: Cumulative Number of Approved Projects, 2016-2022

Year	SBF	NSBF	Annual Approvals	Members who received AIIB financing for the first time
2016	8	1	9	7
2017	10	5	15	5
2018	8	4	12	1
2019	15	13	28	8
2020	33	12	45	7
2021	32	19	51	3
2022	21	21	42	2
Total (as of Dec. 31, 2022)	127	75	202	33

Source: AIIB

Table 2: Cumulative Value of Approved Projects, 2016-2022

Year	Annual Approvals
2016	USD1.73 billion
2017	USD2.50 billion
2018	USD3.30 billion
2019	USD4.65 billion

continued on next page

Table continued

Year	Annual Approvals
2020	USD9.98 billion
2021	USD9.84 billion
2022	USD6.81 billion
Total (as of Dec. 31, 2022)	USD38.81 billion

Source: AIB

Table 3: Number of Approved Projects by Sector,⁹ 2016-2022

Sector	2016	2017	2018	2019	2020	2021	2022	Total	
Energy	4	6	3	10	4	9	8	44	
Transport	4	3	3	4	5	6	8	33	
Water	-	2	3	3	3	2	2	15	
Multisector	-	2	2	6	1	6	13	30	
Urban	1	1	1	2	2	6	-	13	
Digital Infrastructure and Technology	-	1	-	1	3	3	-	8	
Rural Infrastructure and Agricultural Development	-	-	-	1	-	-	-	1	
Education	-	-	-	-	-	1	-	1	
Health Infrastructure	-	-	-	-	-	-	-	-	
Other Productive Sector	-	-	-	-	-	-	-	-	
Others	-	-	-	1	-	-	-	1	
	CRF-Public Health	-	-	-	-	8	6	4	18
COVID-19 Crisis Recovery Facility	CRF-Finance/Liquidity	-	-	-	-	7	6	2	15
	CRF-Economic Resilience/Policy-Based Financing (PBF)	-	-	-	-	12	6	5	23
Total (as of Dec. 31, 2022)	9	15	12	28	45	51	42	202	

Source: AIB

⁹ AIB updated its sector classification in June 2022 to better reflect and align with AIB's evolving business focus and strategies. The figures reflect the updated sector classifications.

2. **COVID-19 Crisis Recovery Facility.** The COVID-19 Crisis Recovery Facility (CRF), launched by AIIB in April 2020, has been effective in assisting members (both SBF and NSBF) to address diverse emergency healthcare and economic needs. The CRF has an initial duration of 18 months and a size of USD5 billion. Due to high demand from the clients, the CRF was subsequently expanded and extended to USD13 billion until April 2022. After the full amount of USD13 billion under the CRF was committed, approved or programmed, the CRF was further expanded to a total amount of USD20 billion with its duration extended until end-2023. As of Dec. 31, 2022, 56 CRF projects had been approved.

3. **Project Preparation Special Fund.** The Project Preparation Special Fund (PPSF) was established in June 2016 as a multi-donor facility to provide technical assistance grants to support the preparation of high-quality bankable projects for AIIB members, especially less-developed members. The resources of the PPSF are used to finance technical assistance for preparatory activities required during the preparation and early implementation of a project. Project preparation activities supported by these grants are critical to improve project quality and ensure bankability in terms of economic, environmental and social sustainability and implementation readiness. The technical assistance provided can include, among others, consultancy services, equipment necessary for the preparation or delivery of such services or for the implementation of the recommendations made under such consultancy services, and related training and capacity building. As of the end of 2022, the PPSF had provided project preparation support to the following AIIB members: Bangladesh, Cambodia, Lao PDR, Nepal, Pakistan, Tajikistan, and Uzbekistan, in the following sectors: water, transport, energy, urban, and rural infrastructure and agriculture development.

II AIIB PROCUREMENT FRAMEWORK (2016-2022)

4. AIIB revised its Procurement Policy on 22 November 2022, introducing procurement requirement in a Result-Based Project (including in a stand-alone and co-financed project). The Interim Operational Directive on Procurement Instructions for Recipients (June 2, 2016) remains applicable for Bank-financed projects, but it is under revision process to make it consistent with the Bank Procurement Policy, as well as for further improvement. The Bank's Core Procurement Principles are Economy, Efficiency, Effectiveness, Fairness/Good Governance, Value for Money, Fit for Purpose, and Transparency.

The following Standard Procurement Documents (SPD) have also been issued:

- SPD for Procurement of Goods, June 2021 (for One-Envelope Tendering Process)
- SPD for Procurement of Works, June 2021 (for One-Envelope Tendering Process without Prequalification)
- SPD for Procurement of Works, June 2021 (for Two-Envelope Tendering Process without Prequalification)
- Request for Proposal for Consulting Services, June 2021

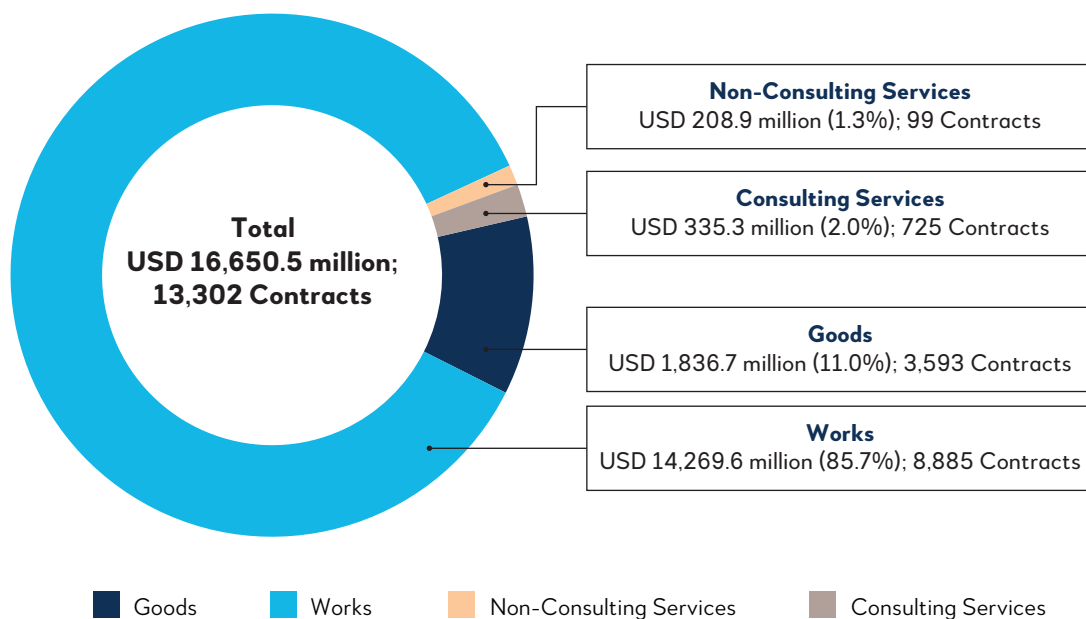


AIIB PROCUREMENT PROFILE (2016-2022)

A. Overall Procurement Profile

5. Out of the 127 SBF projects approved by the end of 2022, there are 69 SBF projects with contracts signed in both stand-alone and co-financed projects during the period of 2016-2022. In addition, there are procurement contracts signed under 11 PPSF grants. The AIIB overall Procurement Profile is presented in Figure 1. The distribution of procurement in recipients is shown in Figure 2.

Figure 1: AIIB Overall Procurement Profile, 2016-2022^a



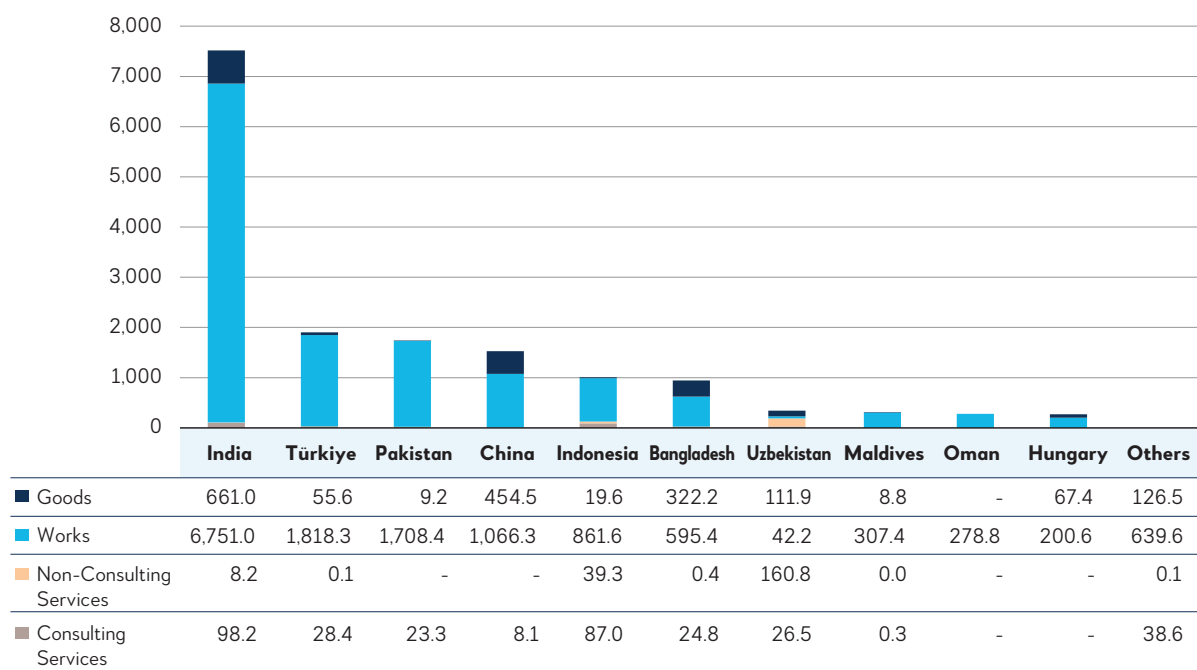
^a Contracts that are signed prior to loan approval (i.e., advance contracting) are recorded in the year when the loan is approved.

Note: Numbers may not add up due to rounding.

Source: AIIB, Co-financiers.

6. During the period of 2016-2022, contracts amounting to USD16,650.5 million were awarded under AIIB financing (Figure 1), where **93.9 percent of the total contract value was procured through competitive tendering/selection** and 6.1 percent was procured through direct contracting/selection. Of the total value of contracts awarded, 11.0 percent was for goods, 85.7 percent for works, 1.3 percent for non-consulting services and 2.0 percent for consulting services. The total procurement value under CRF is USD1,830.6 million¹⁰ (USD1,439.6 million in 2020, USD201.8 million in 2021 and USD189.2 million in 2022).

Figure 2: Distribution of Procurement in Recipients, 2016-2022
(USD million)



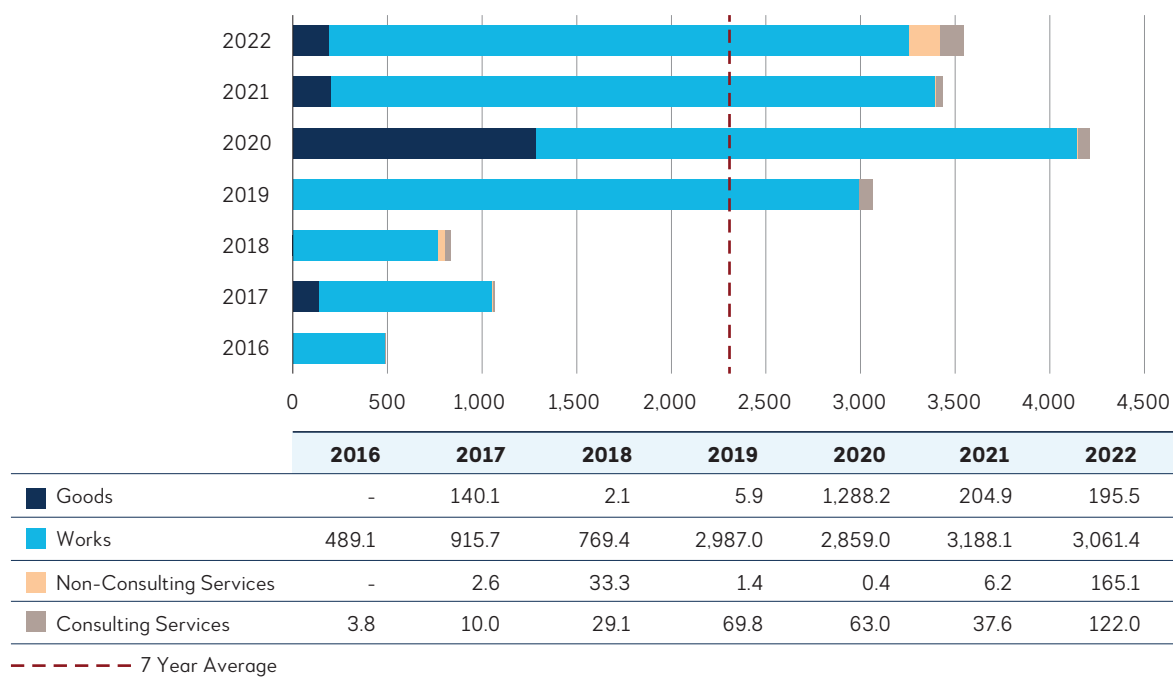
Source: AIIB, Co-financiers.

7. In terms of number of contracts, of the total 13,302 contracts signed in 2016-2022, 27.0 percent was for goods, 66.8 percent for works, 0.7 percent for non-consulting services and 5.5 percent for consulting services. The relatively high number of goods contracts were mainly under the Bank's CRF operations, which accounts for 90.5 percent of the total number of goods contracts. Nonetheless, in non-CRF projects, the contract number profile is as follows: 3.4 percent was for goods, 89.2 percent for works, 0.9 percent for non-consulting services and 6.5 percent for consulting services.

The procurement value in 2020 is significantly higher compared to 2021 and 2022. This is mainly due to high procurement transactions under various AIIB interventions in response to the COVID-19 crisis.

¹⁰ Including medical supplies, and medical equipment and facilities in response to COVID-19 outbreak, excluding the procurement of vaccines.

Figure 3: Annual Procurement Value, 2016-2022
(USD million)



Source: AIB, Co-financiers.

8. The annual cumulative value of contracts, which are subject to International Open Competitive Tendering (IOCT) for goods, works and non-consulting services contracts, and International Open Competitive Selection (IOCS) for consulting services under SBF and PPSF, can be summarized in Table 4:

Table 4: Annual Contract Value Subject to International Open Competitive Tendering/Selection
(USD million)

Year	Annual Contract Value
2022	USD 1,429.8 million
2021	USD 2,621.1 million
2020	USD 1,336.8 million
2019	USD 1,410.4 million
2018	USD 165.5 million
2017	USD 396 million
2016	USD 489 million

Note: This information includes all the contracts that were subject to both of AIB's prior and post review.

Source: AIB, Co-financiers.

9. The percentage of contract value conducted through IOCT and IOCS procurement¹¹ is shown in Table 5:

Table 5: Percentage of Cumulative Value of Contracts Subject to International Open Competitive Tendering and International Open Competitive Selection

	Non-CRF	CRF
Stand-alone	52.8%	0
Co-financed	73.6%	0.9%

Source: AIB, Co-financiers.

10. **Prior Review Profile.** In general, less prior review is adopted in CRF projects, which streamlines the procurement arrangements in response to COVID-19-related activities. As for the non-CRF projects, during the period of 2016-2022, 57.9 percent of cumulative contract value is subject to prior review in stand-alone projects, while the percentage in co-financed projects is 83.8 percent (Table 6).

Table 6: Percentage of Cumulative Value of Contracts Subject to Prior Review

	Non-CRF	CRF
Stand-alone	57.9%	1.1%
Co-financed	83.8%	34.3%

Source: AIB, Co-financiers

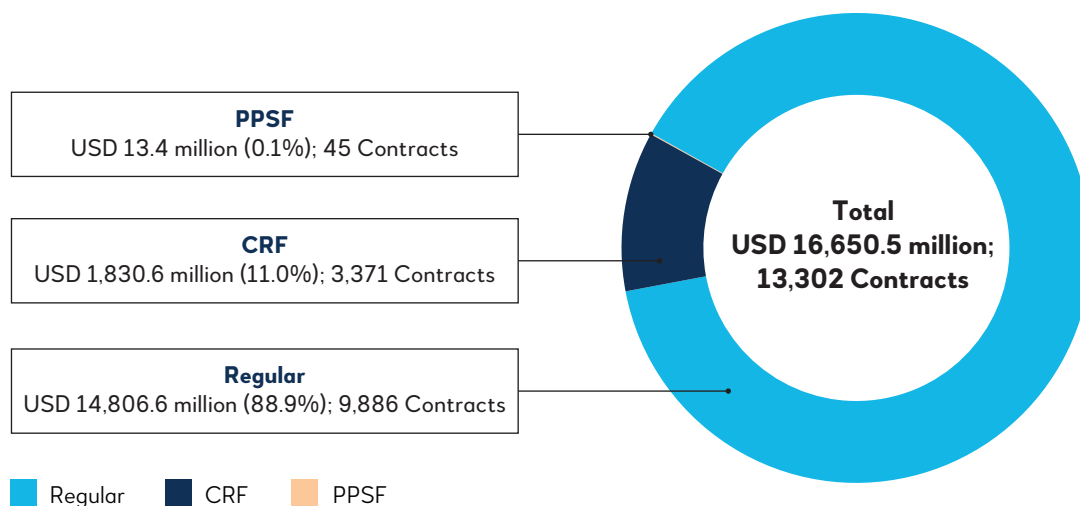
The average contract size under co-financed projects (total value of USD10.6 billion for 3,791 contracts) is much higher than that of stand-alone projects (total value of USD6.0 billion for 9,511 contracts). Consequently, as a percentage of total contracts, there are more prior review contracts under the co-financed projects compared to the stand-alone projects. AIB adopts substantially the same prior review thresholds and international competitive procurement method thresholds (IOCT and IOCS) as other MDBs.

B. Procurement by Investment Instrument

11. The signed contract value comprises USD14,806.6 million (88.9 percent) under regular projects, USD1,830.6 million (11.0 percent) under CRF projects and USD13.4 million (0.1 percent) under PPSF grants.

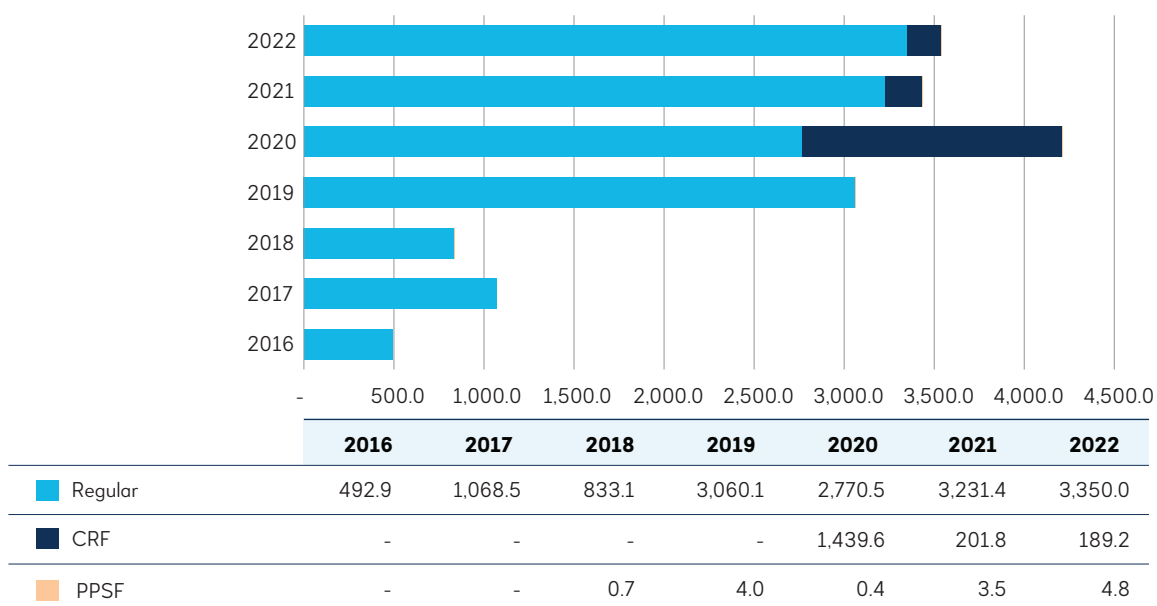
¹¹ This percentage is dependent on the nature and design of the projects. Stand-alone projects contain more lower-value contracts compared to contracts under co-financed projects. See further analysis in para. 10.

Figure 4: Overall Procurement Profile by Investment Instrument, 2016-2022



CRF = COVID-19 Crisis Recovery Facility, PPSF = Project Preparation Special Fund.
 Note: Numbers may not add up due to rounding.
 Source: AIIB, Co-financiers.

Figure 5: Annual Procurement Value by Investment Instrument, 2016-2022
 (USD million)



CRF = COVID-19 Crisis Recovery Facility, PPSF = Project Preparation Special Fund.
 Source: AIIB, Co-financiers.

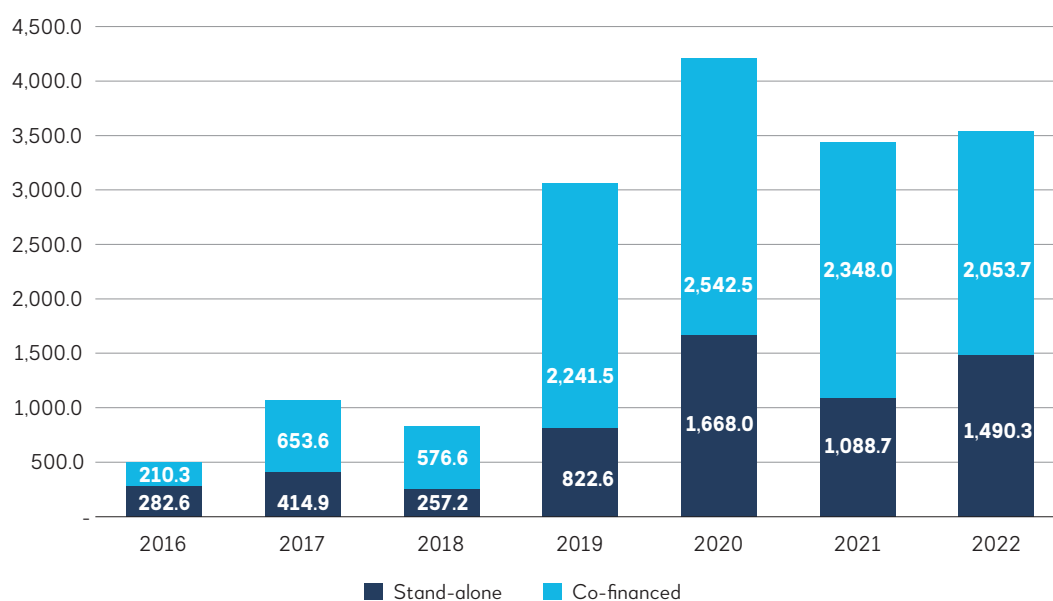
C. Procurement in Stand-alone and Co-financed Projects

12. Consistent with para. 5.11 of the Bank's Procurement Policy, AIIB seeks to increase its investment flow to its members by co-financed projects with other multilateral development banks (MDBs), national development banks, and with bilateral agencies, export credit agencies, financial intermediaries, and commercial entities, on the basis of parallel financing or joint co-financing.

13. During the period of 2016-2022, there were 3,791 contracts signed under the joint co-financed projects. In the joint co-financed projects, AIIB has co-financed projects with the World Bank, Asian Development Bank, European Investment Bank and European Bank for Reconstruction and Development. When a project is jointly co-financed, such project has been supervised by the lead co-financier and its procurement policy has been complied with. The Bank's project teams work closely with the lead co-financiers to support implementation and conduct joint supervision missions.

14. During the period of 2016-2022, the annual procurement value in stand-alone projects rose fivefold, from USD282.6 million in 2016 to USD1,490.3 million in 2022. In co-financed projects, the annual procurement value rose from USD210.3 million in 2016 to USD2,053.7 million in 2022.

Figure 6: Annual Procurement Value in Stand-alone and Co-financed Projects
(USD million)

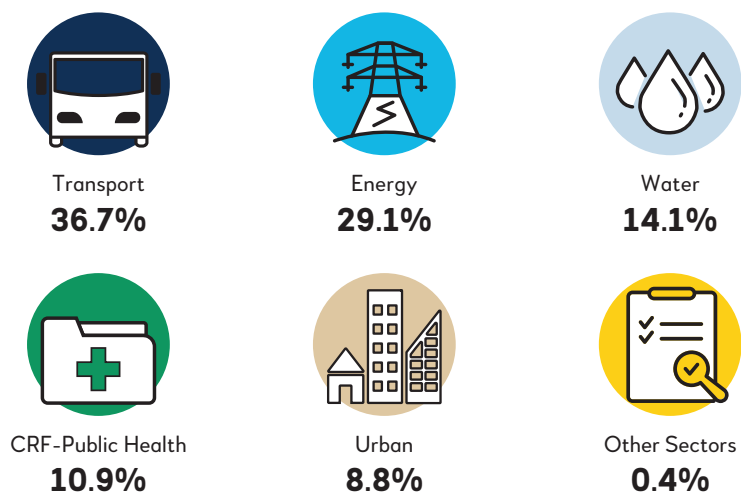


Source: AIIB, Co-financiers.

D. Procurement by Sector

15. By signed contract value, procurements in transport (36.7 percent) and energy (29.1 percent) were the highest among the sectors. This was followed by the procurement in water, CRF-public health, urban and other sectors.

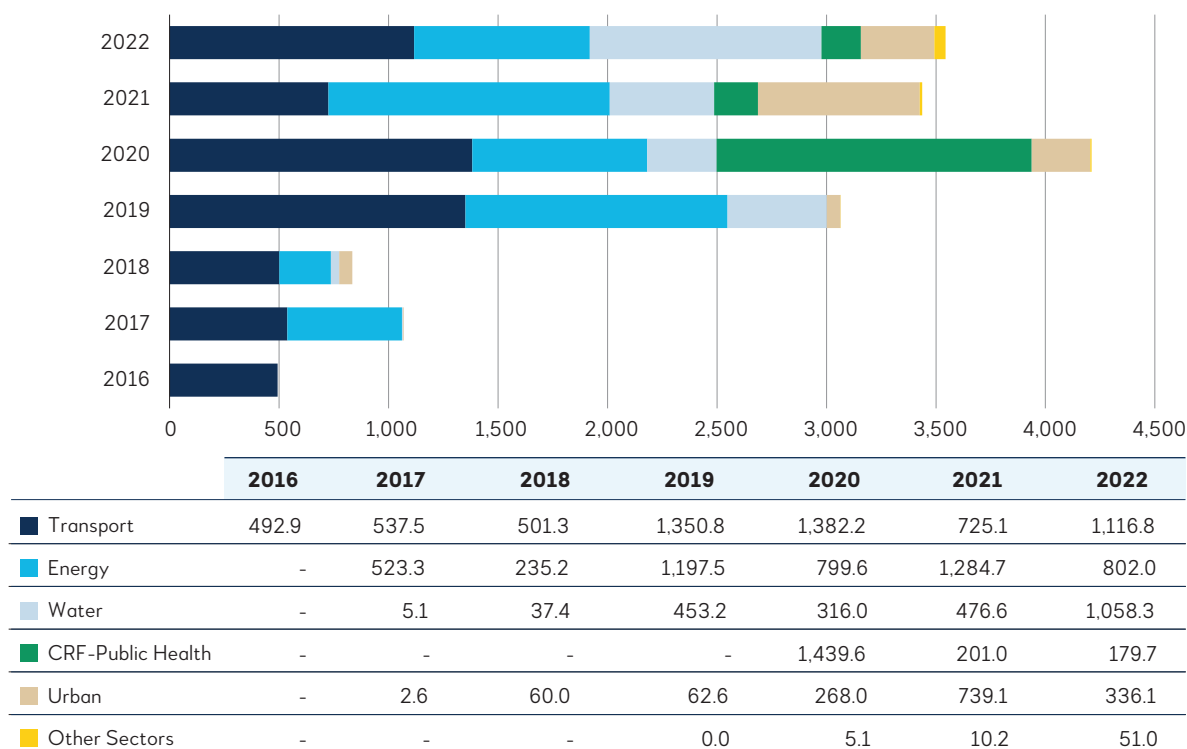
Figure 7: Percentage of Procurement by Sector, 2016-2022



Note: Others include the following sectors: (i) Economic Resilience/PBF, (ii) Rural Infrastructure and Agriculture Development and (iii) Other.

Source: AIB, Co-financiers.

Figure 8: Annual Procurement Value by Sector, 2016-2022
(USD million)



Note: Other Sectors include the following: (i) CRF-Economic Resilience/PBF, (ii) Rural Infrastructure and Agriculture Development and (iii) Other.

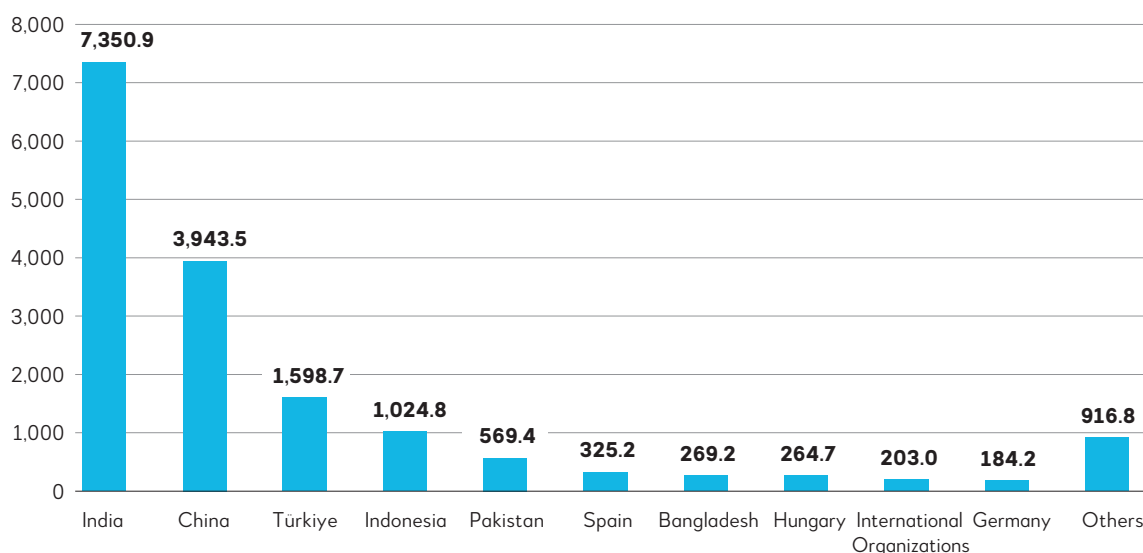
Source: AIB, Co-financiers

E. Procurement Value by Origin¹² of Suppliers/Contractors/Consultants

E.1 Overall Procurement

16. During the period of 2016-2022, the largest proportion of contracts has been awarded to suppliers/contractors/consultants from India (USD7,350.9 million), China (USD3,943.5 million), Türkiye (USD1,598.7 million), Indonesia (USD1,024.8 million) and Pakistan (USD569.4 million), as shown in Figure 9.

Figure 9: Top 10 Origins of Suppliers/Contractors/Consultants, 2016-2022
(USD million)

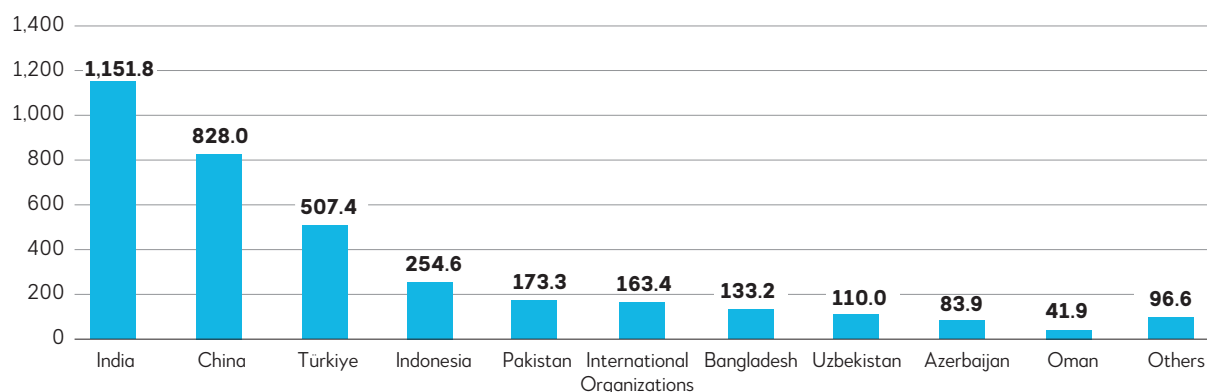


Source: AIB, Co-financiers.

17. In 2022, 82.3% of all contracts was awarded to contractors, suppliers and consultants from India (USD1,151.8 million, 32.5 percent), China (USD828.0 million, 23.4 percent), Türkiye (USD507.4 million, 14.3 percent), Indonesia (USD254.6 million, 7.2 percent) and Pakistan (USD173.3 million, 4.9 percent).

¹² In the case of a joint venture between a national firm(s) and foreign firm(s), the amount of contract value is split evenly among the joint venture members.

Figure 10: Top 10 Origins of Suppliers/Contractors/Consultants, 2022
(USD million)

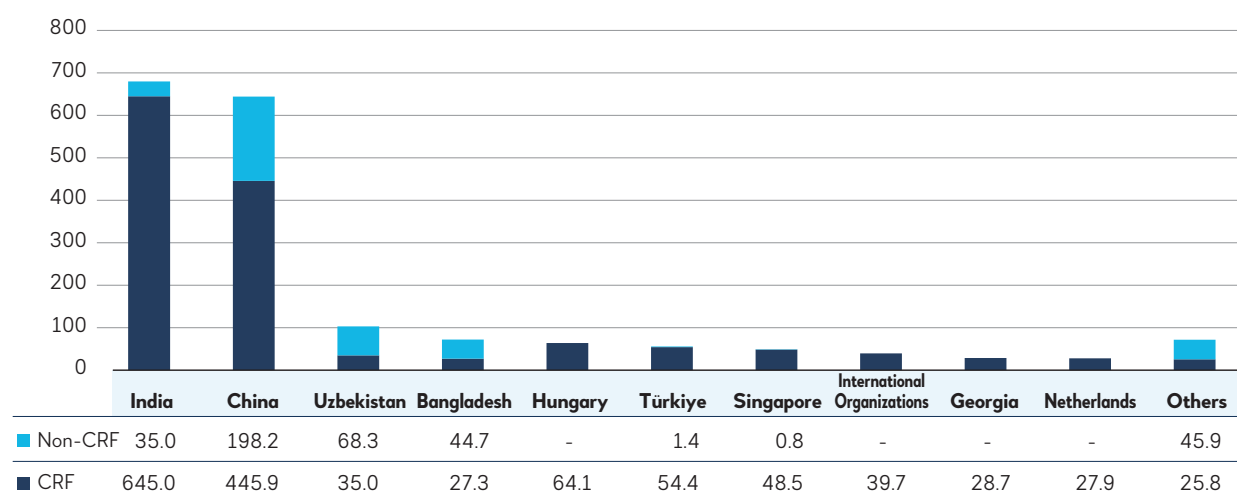


Source: AIIB, Co-financiers.

E.2 Procurement of Goods

18. Up to 78.5 percent of total value of goods contracts within 2016-2022 was funded under CRF projects, which were mainly for the procurement of contracts related to medical supplies. India was the largest supplier¹³ country for AIIB-financed goods contracts with a total contract value of USD680.0 million (37.0 percent of the total), which spread among the Bank-financed projects in the following recipients: India (USD528.9 million), Bangladesh (USD144.2 million), Georgia (USD6.9 million) and Nepal (USD0.1 million). This was followed by suppliers from China with a total contract value of USD644.1 million (35.1 percent of the total), which spread among the

Figure 11: Top 10 Origins of Suppliers, 2016-2022
(USD million)



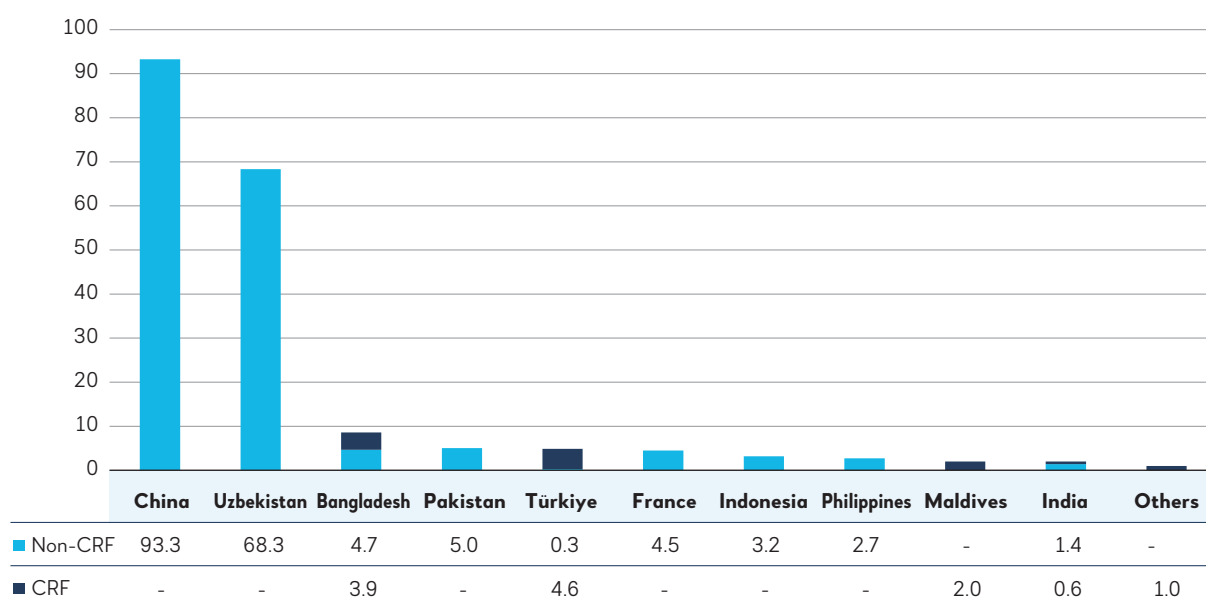
Source: AIIB, Co-financiers.

¹³ Throughout this Annual Operational Procurement Report, the origin of the suppliers of goods contracts (i.e., the country where they are registered, incorporated or established) are monitored, instead of the origin of the goods.

Bank-financed projects in the following recipients: China (USD454.5 million), India (USD83.9 million), Bangladesh (USD76.2 million), Tajikistan (USD20.0 million), Georgia (USD4.2 million), Uzbekistan (USD4.1 million) and Hungary (USD1.2 million).

19. In 2022, the procurement of goods represents 5.5 percent of total procurement value within the year, amounting to USD195.5 million. In terms of procurement value, 6.2 percent of the goods contracts were signed under the Bank's CRF operations (Figure 12). As seen in Figures 11 and 12, procurement contracts awarded to Indian suppliers in 2022 decreased from the previous year due to a significant drop in the value of the procurement of goods related to the COVID-19 responses.

Figure 12: Top 10 Origins of Suppliers, 2022
(USD million)

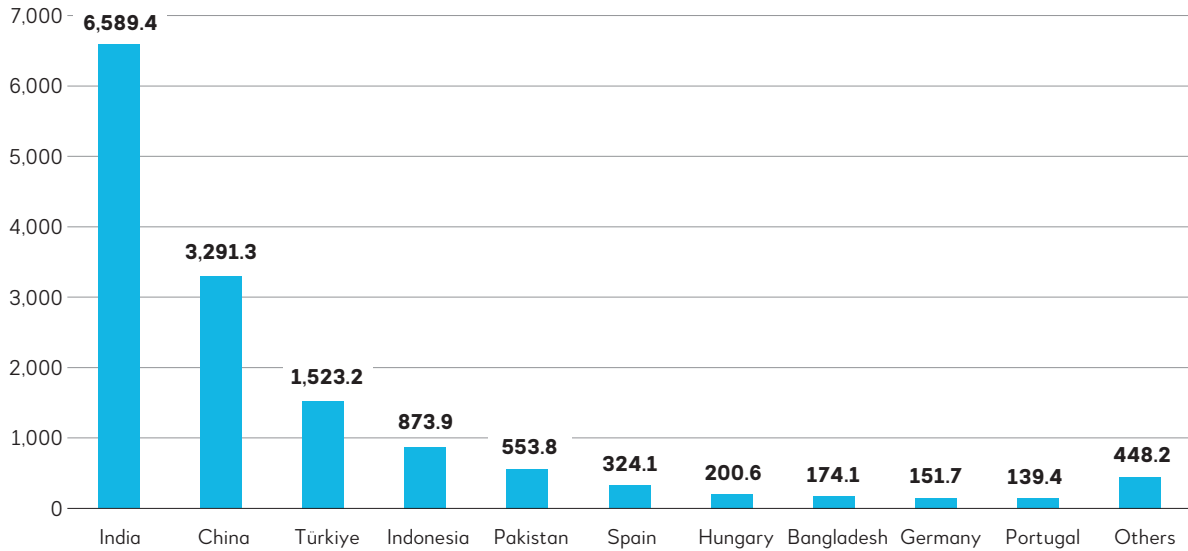


Source: AIB, Co-financiers.

E.3 Procurement of Works

20. As shown in Figure 13, during the period of 2016-2022, contractors from India were awarded contracts valued at USD6,589.4 million (46.2 percent of total procurement value of works contracts), followed by China (USD3,291.3 million, 23.1 percent), Türkiye (USD1,523.2 million, 10.7 percent), Indonesia (USD873.9 million, 6.1 percent) and Pakistan (USD553.8 million, 3.9 percent).

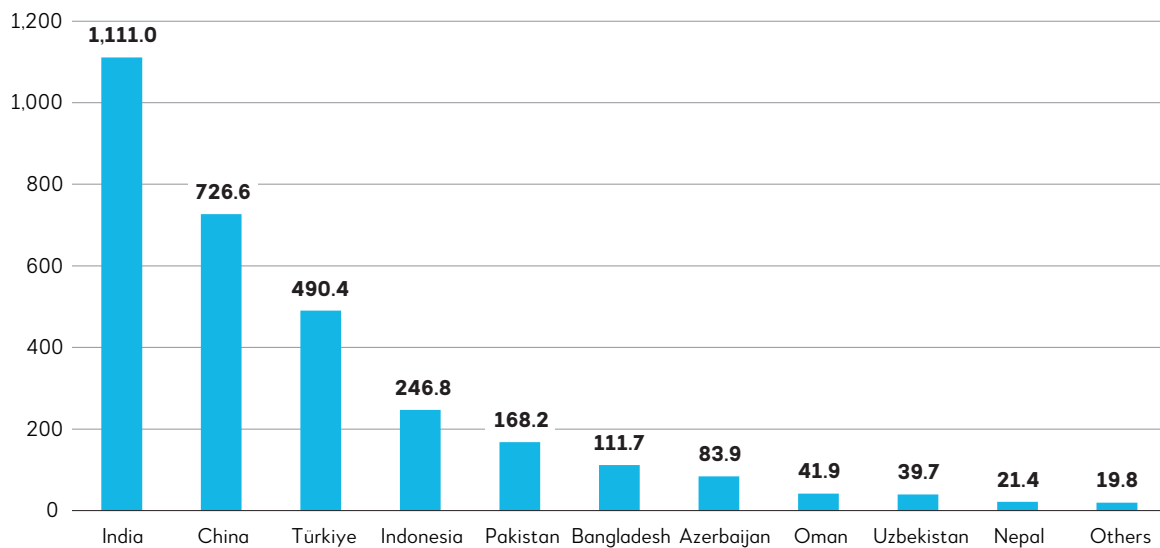
Figure 13: Top 10 Origins of Contractors, 2016-2022
(USD million)



Source: AIIB, Co-financiers.

21. In 2022, the total contract value of works contracts was USD3,061.4 million (Figure 14), and contracts were awarded to contractors from India (USD1,111.0 million, 36.3 percent of total value of the procurement of works), China (USD726.6 million, 23.7 percent), Türkiye (USD490.4 million, 16.0 percent), Indonesia (USD246.8 million, 8.1 percent) and Pakistan (USD168.2 million, 5.5 percent).

Figure 14: Top 10 Origins of Contractors, 2022
(USD million)

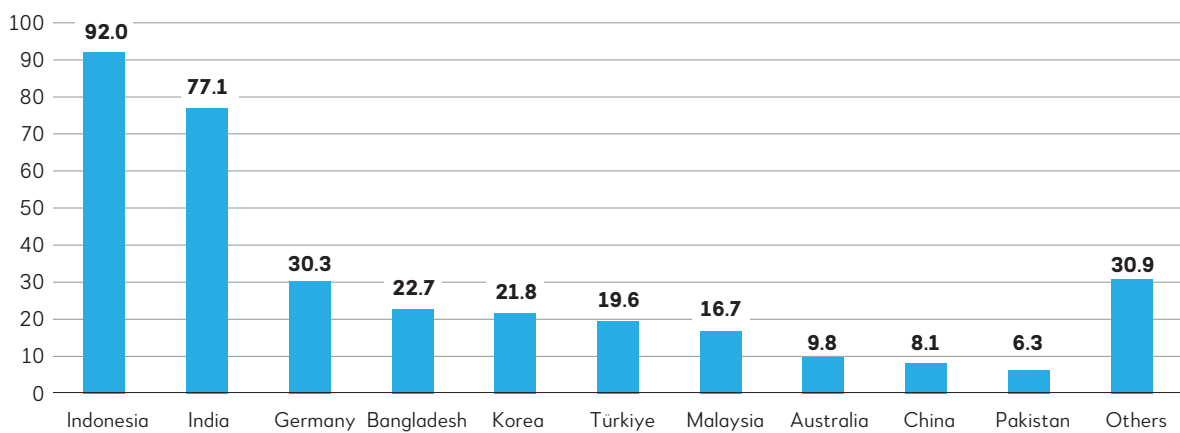


Source: AIIB, Co-financiers.

E.4 Procurement of Consulting Services

22. During the period of 2016-2022, consultants, both firms and individuals, from Indonesia were awarded contracts worth USD92.0 million (27.4 percent of total signed contract value of consulting services), followed by India (USD77.1 million, 23.0 percent) and by Germany, Bangladesh, and Korea, each accounting for roughly nine percent of total procurement value of consulting services.

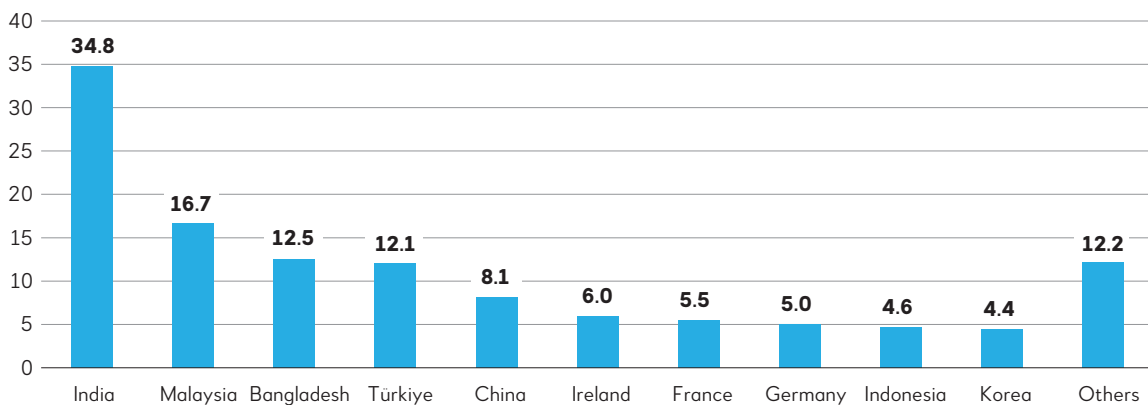
Figure 15: Top 10 Origins of Consultants, 2016-2022
(USD million)



Source: AIIB, Co-financiers.

23. In 2022, the procurement of consulting services amounted to USD122.0 million, which accounted for 3.4 percent of total procurement value within the year. Higher diversity was observed in terms of the origins of consultants.

Figure 16: Top 10 Origins of Consultants, 2022
(USD million)



Source: AIIB, Co-financiers.

F. Contracts Awarded to Domestic Suppliers/Contractors/Consultants¹⁴

F.1 General

24. Overall, during the period of 2016-2022, 74.8 percent of AIIB-financed contracts were awarded to domestic suppliers/contractors/consultants. As for contracts signed in 2022, a higher percentage of contract value was won by domestic suppliers/contractors/consultants in terms of goods and works contracts, whereas foreign firms and individuals won more consulting services contracts.

Table 7: Percentage of Contracts Awarded to Domestic Suppliers/Contractors/Consultants

Year	Overall ¹⁵	Goods	Works	Consulting Services
2016-2022	74.8%	73.3%	76.0%	66.0%
2022	81.8%	95.2%	86.2%	57.5%

F.2 Statistics of Contracts Awarded to Domestic Suppliers/Contractors/Consultants in Each Recipient

25. **Overall.** Statistics are based on factual percentage of total signed contract value during 2016-2022 that went to domestic firms and individuals, which does not necessarily reflect their procurement value. The procurement value in each recipient may greatly vary, as shown in Figure 2 and Appendix 1. Referring to Figure 17, during the period of 2016-2022, domestic suppliers/contractors/consultants dominated contract awards in five recipients – China, Indonesia, Hungary, Nepal and India—which showed a pattern of more than 90 percent of contracts having been awarded to domestic suppliers/contractors/consultants.

26. **Goods.** During 2016-2022, in goods contracts (Figure 18), the patterns are more significant. Nearly all the goods contracts were awarded to domestic suppliers for the following recipients: Cambodia, China, Hungary, Indonesia, Pakistan, Philippines, Sri Lanka, Türkiye and Uzbekistan. On the other hand, the majority of the goods contracts were awarded to foreign suppliers for the following recipients: Bangladesh, Georgia, Maldives, Nepal and Tajikistan.

27. **Works.** During the period of 2016-2022, in works contracts (Figure 19), more than 90 percent of contracts were awarded to domestic contractors in the following recipients: Cambodia, China, Hungary, India, Indonesia, Nepal and Uzbekistan. On the other hand, in other recipients, foreign contractors were awarded a significant portion of works contracts.

28. **Consulting Services.** During the period of 2016-2022, foreign consultants, both firms and individuals, secured more consulting services opportunities. As shown in Figure 20, during the period of 2016-2022, almost 100% of contracts in the following recipients were awarded to foreign consultants: Cambodia, Georgia, Nepal, Sri Lanka, Tajikistan and Uzbekistan. On the contrary, domestic consultants were awarded more than 90% of the contracts in Bangladesh, China, Indonesia and Maldives.

¹⁴ Domestic suppliers/contractors/consultants mean those firms and individuals from the same members as the members of contracting authority.

¹⁵ Domestic suppliers/contractors/consultants won 32.7 percent in 2022 and 49.2 percent in period of 2016-2022 through IOCT and IOCS.

Figure 17: Overall: Percentage of Contract Value Awarded to Domestic Suppliers/Contractors/Consultants, 2016-2022

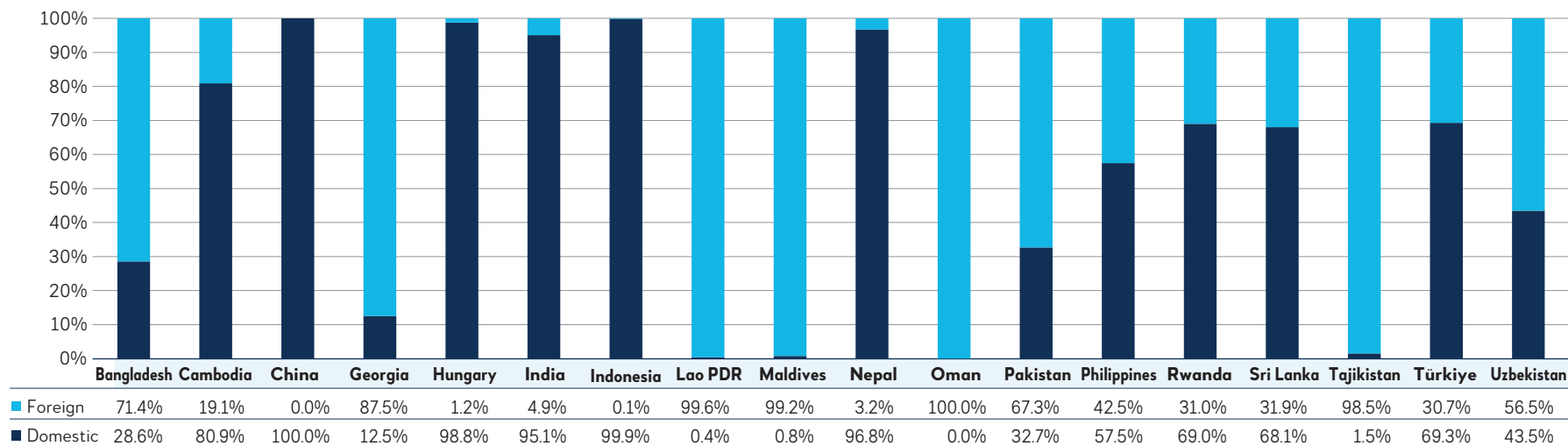


Figure 18: Goods: Percentage of Contract Value Awarded to Domestic Suppliers, 2016-2022

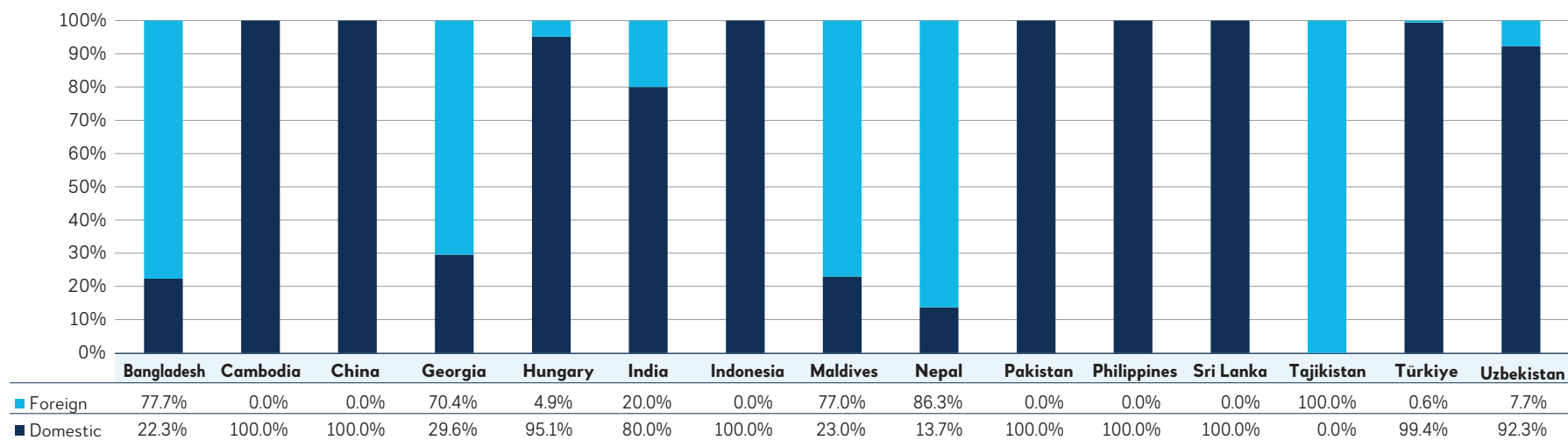


Figure 19: Works: Percentage of Contract Value Awarded to Domestic Contractors, 2016-2022

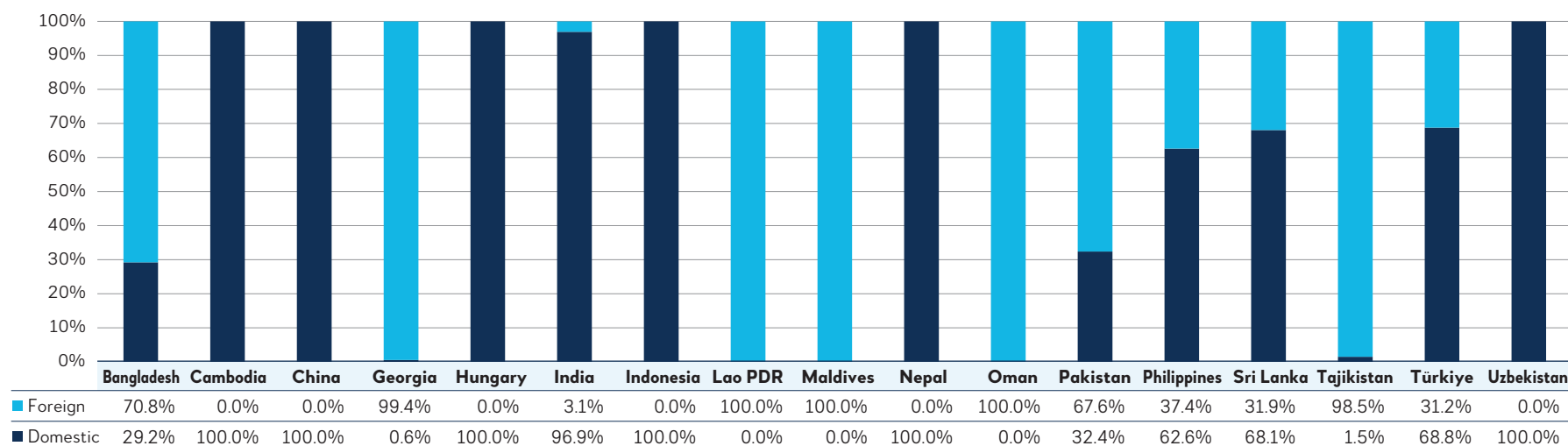
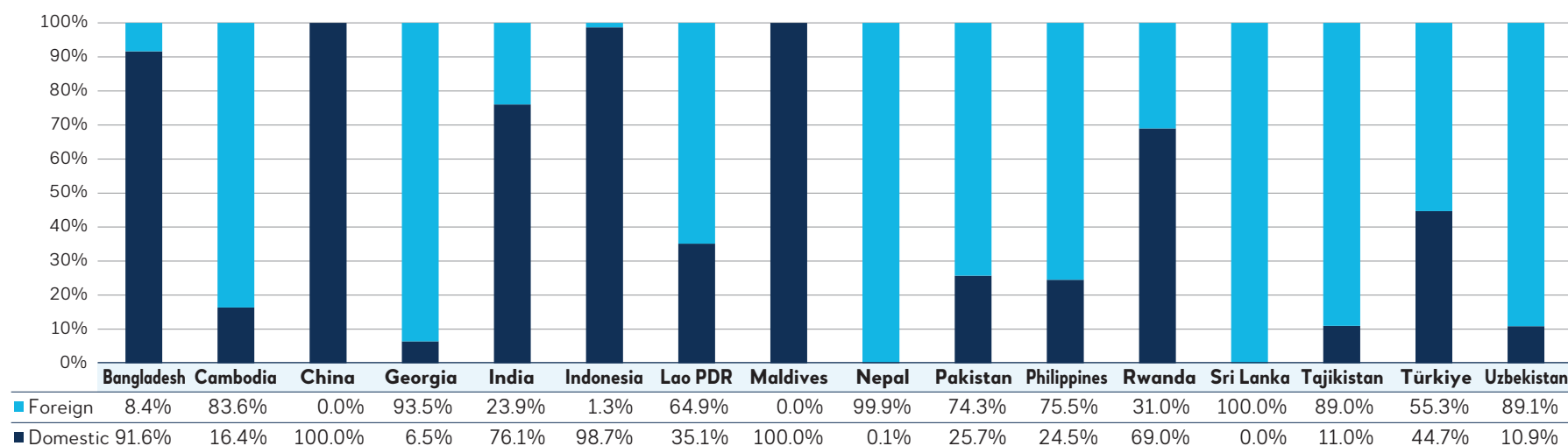


Figure 20: Consulting Services: Percentage of Contract Value Awarded to Domestic Consultants, 2016-2022



IV

BUSINESS OUTREACH SEMINAR

29. As part of its commitment to open opportunity and access for the private sector participating in AIIB-financed procurement, the Bank held a number of Business Outreach Seminars to stakeholders in 2022 as listed below. Based on the feedback, stakeholders found the events useful, in particular in disseminating AIIB Procurement Policy, Principles and Procedures, as well as disseminating procurement opportunities in AIIB-financed projects.

Date	Event
March 7-8, 2022	AIIB Procurement Policy and Procedures, Global Procurement Summit, organized by All India Management Association
March 30, 2022	AIIB Project Procurement Policy and Business Opportunities with AIIB member - Spain (Virtual)
April 1, 2022	AIIB Procurement Policy and Procedures, organized by Ministry of Public Works and Housing, Government of Indonesia
Sep. 1, 2022	AIIB Project Procurement Policy and Business Opportunities with Development Aid (Virtual)
October 2022	AIIB Project Procurement Policy and Business Opportunities at FIDIC China Users Conference, Beijing
November 2022	AIIB Project Procurement Policy and Business Opportunities at Shanghai International Procurement Forum
November 2022	AIIB Project Procurement Policy and Business Opportunities at MCDF Workshop for Chinese Contractors, AIIB Headquarters, Beijing
Nov. 16, 2022	Procurement Procedures of AIIB and how to identify business opportunities in AIIB-financed projects at the "Business Opportunities for Women-led Businesses in Externally Funded Projects in India," organized by the World Bank in collaboration with AIIB, ADB and NDB (virtual)



APPENDICES

PROCUREMENT STATISTICS

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Appendix 1: Procurement Value by Recipients, 2016-2022

Recipients	Goods		Works		Non-Consulting Services		Consulting Services		Grand Total	
	Value (USD million)	% of Total Goods	Value (USD million)	% of Total Works	Value (USD million)	% of Total Non-consulting Services	Value (USD million)	% of Total Consulting Services	Value (USD million)	CRF (%)
Bangladesh	22.2	17.5%	595.4	4.2%	0.4	0.2%	24.8	7.4%	942.8	19.2%
Cambodia	0.3	0.0%	6.6	0.0%	-	-	2.0	0.6%	8.9	89.3%
China	454.5	24.7%	1,066.3	7.5%	-	-	8.1	2.4%	1,529.0	23.9%
Georgia	96.9	5.3%	133.5	0.9%	0.0	0.0%	9.4	2.8%	239.8	41.0%
Hungary	67.4	3.7%	200.6	1.4%	-	-	-	-	268.0	100.0%
India	661.0	36.0%	6,751.0	47.3%	8.2	3.9%	98.2	29.3%	7,518.4	8.6%
Indonesia	19.6	1.1%	861.6	6.0%	39.3	18.8%	87.0	26.0%	1,007.5	-
Lao PDR	-	-	98.3	0.7%	-	-	1.0	0.3%	99.3	-
Maldives	8.8	0.5%	307.4	2.2%	0.0	0.0%	0.3	0.1%	316.6	3.7%
Nepal	0.1	0.0%	21.4	0.1%	-	-	0.6	0.2%	22.1	-
Oman	-	-	278.8	2.0%	-	-	-	-	278.8	-
Pakistan	9.2	0.5%	1,708.4	12.0%	-	-	23.3	6.9%	1,740.9	-
Philippines	8.7	0.5%	53.9	0.4%	0.1	0.0%	19.8	5.9%	82.5	-
Rwanda	-	-	-	-	-	-	2.3	0.7%	2.3	100.0%
Sri Lanka	0.6	0.0%	132.2	0.9%	-	-	0.3	0.1%	133.1	-

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Recipients	Goods		Works		Non-Consulting Services		Consulting Services		Grand Total	
	Value (USD million)	% of Total Goods	Value (USD million)	% of Total Works	Value (USD million)	% of Total Non-consulting Services	Value (USD million)	% of Total Consulting Services	Value (USD million)	CRF (%)
Tajikistan	20.0	1.1%	193.7	1.4%	-	-	3.2	1.0%	216.9	-
Türkiye	55.6	3.0%	1,818.3	12.7%	0.1	0.1%	28.4	8.5%	1,902.4	2.9%
Uzbekistan	111.9	6.1%	42.2	0.3%	160.8	76.9%	26.5	7.9%	341.4	57.3%
Grand Total	1,836.7	100.0%	14,269.6	100.0%	208.9	100.0%	335.3	100.0%	16,650.5	11.0%

- = nil, 0.0 = less than 0.05, 0.0% = less than 0.05%

Note: Numbers may not add up due to rounding.

Source: AIB, Co-financiers.

Appendix 2: Procurement Value by Recipients, 2022

Recipients	Goods		Works		Non-Consulting Services		Consulting Services		Grand Total	
	Value (USD million)	% of Total Goods	Value (USD million)	% of Total Works	Value (USD million)	% of Total Non-consulting Services	Value (USD million)	% of Total Consulting Services	Value (USD million)	CRF (%)
Bangladesh	8.6	4.4%	372.4	12.2%	0.4	0.2%	13.0	10.6%	394.4	1.8%
Cambodia	0.1	0.1%	6.6	0.2%	-	-	1.7	1.4%	8.4	88.6%
China	89.2	45.6%	485.7	15.9%	-	-	8.1	6.7%	583.0	-
Georgia	1.1	0.6%	0.8	0.0%	0.0	0.0%	0.1	0.1%	2.0	100.0%
India	1.4	0.7%	1,069.2	34.9%	4.0	2.4%	39.3	32.2%	1,113.8	-
Indonesia	3.2	1.6%	234.4	7.7%	-	-	4.6	3.8%	242.2	-
Maldives	2.0	1.0%	2.7	0.1%	-	-	0.2	0.2%	4.9	100.0%
Nepal	-	-	21.4	0.7%	-	-	-	-	21.4	-
Pakistan	5.0	2.6%	316.1	10.3%	-	-	16.7	13.7%	337.8	-
Philippines	2.7	1.4%	22.2	0.7%	-	-	1.8	1.5%	26.7	-
Rwanda	-	-	-	-	-	-	2.1	1.7%	2.1	100.0%
Tajikistan	-	-	-	-	-	-	2.0	1.6%	2.0	-
Türkiye	5.2	2.7%	490.4	16.0%	0.0	0.0%	6.8	5.5%	502.4	1.0%
Uzbekistan	76.9	39.3%	39.7	1.3%	160.8	97.4%	25.6	21.0%	302.9	53.1%
Grand Total	195.5	100.0%	3,061.4	100.0%	165.1	100.0%	122.0	100.0%	3,544.0	5.3%

- = nil, 0.0 = less than 0.05, 0.0% = less than 0.05%

Note: Numbers may not add up due to rounding.

Source: AIIB, Co-financiers.

Appendix 3: Procurement Value by Origin of Suppliers/Contractors/Consultants, 2016-2022

Suppliers/ Contractors/ Consultants Origins	Goods		Works		Non-Consulting Services		Consulting Services		Grand Total	
	Value (USD million)	% of Total Goods	Value (USD million)	% of Total Works	Value (USD million)	% of Total Non- consulting Services	Value (USD million)	% of Total Consulting Services	Value (USD million)	% of the Grand Total
Australia	-	-	-	-	-	-	9.8	2.9%	9.8	0.1%
Austria	-	-	23.0	0.2%	-	-	0.5	0.2%	23.5	0.1%
Azerbaijan	-	-	83.9	0.6%	-	-	-	-	83.9	0.5%
Bangladesh	72.0	3.9%	174.1	1.2%	0.4	0.2%	22.7	6.8%	269.2	1.6%
Cambodia	0.3	0.0%	6.6	0.0%	-	-	0.3	0.1%	7.2	0.0%
Canada	0.4	0.0%	-	-	-	-	0.1	0.0%	0.5	0.0%
China	644.1	35.1%	3,291.3	23.1%	-	-	8.1	2.4%	3,943.5	23.7%
France	4.5	0.2%	-	-	-	-	5.5	1.6%	9.9	0.1%
Georgia	28.7	1.6%	0.8	0.0%	0.0	0.0%	0.6	0.2%	30.1	0.2%
Germany	2.3	0.1%	151.7	1.1%	-	-	30.3	9.0%	184.2	1.1%
Greece	-	-	-	-	-	-	0.0	0.0%	0.0	0.0%
Hungary	64.1	3.5%	200.6	1.4%	-	-	-	-	264.7	1.6%
India	680.0	37.0%	6,589.4	46.2%	4.4	2.1%	77.1	23.0%	7,350.9	44.1%
Indonesia	19.6	1.1%	873.9	6.1%	39.3	18.8%	92.0	27.4%	1,024.8	6.2%
International Organizations	39.7	2.2%	2.6	0.0%	160.8	76.9%	-	-	203.0	1.2%

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Suppliers/ Contractors/ Consultants Origins	Goods		Works		Non-Consulting Services		Consulting Services		Grand Total	
	Value (USD million)	% of Total Goods	Value (USD million)	% of Total Works	Value (USD million)	% of Total Non- consulting Services	Value (USD million)	% of Total Consulting Services	Value (USD million)	% of the Grand Total
Ireland	-	-	-	-	-	-	6.0	1.8%	6.0	0.0%
Israel	-	-	-	-	-	-	0.6	0.2%	0.6	0.0%
Italy	-	-	10.9	0.1%	-	-	1.0	0.3%	11.8	0.1%
Japan	2.1	0.1%	-	-	-	-	1.1	0.3%	3.2	0.0%
Kenya	-	-	-	-	-	-	0.2	0.1%	0.2	0.0%
Korea	19.4	1.1%	75.3	0.5%	-	-	21.8	6.5%	116.6	0.7%
Lao PDR	-	-	-	-	-	-	0.3	0.1%	0.3	0.0%
Lebanon	-	-	-	-	-	-	2.1	0.6%	2.1	0.0%
Malaysia	-	-	-	-	-	-	16.7	5.0%	16.7	0.1%
Maldives	2.0	0.1%	0.0	0.0%	0.0	0.0%	0.3	0.1%	2.4	0.0%
Nepal	0.0	0.0%	21.4	0.1%	-	-	0.0	0.0%	21.4	0.1%
Netherlands	27.9	1.5%	-	-	-	-	-	-	27.9	0.2%
Oman	-	-	41.9	0.3%	-	-	-	-	41.9	0.3%
Pakistan	9.2	0.5%	553.8	3.9%	-	-	6.3	1.9%	569.4	3.4%
Philippines	8.7	0.5%	33.8	0.2%	0.1	0.0%	4.9	1.4%	47.4	0.3%
Portugal	-	-	139.4	1.0%	-	-	-	-	139.4	0.8%
Rwanda	-	-	-	-	-	-	1.6	0.5%	1.6	0.0%

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Suppliers/ Contractors/ Consultants Origins	Goods		Works		Non-Consulting Services		Consulting Services		Grand Total	
	Value (USD million)	% of Total Goods	Value (USD million)	% of Total Works	Value (USD million)	% of Total Non- consulting Services	Value (USD million)	% of Total Consulting Services	Value (USD million)	% of the Grand Total
Singapore	49.3	2.7%	-	-	-	-	-	-	49.3	0.3%
Slovakia	-	-	-	-	-	-	0.1	0.0%	0.1	0.0%
Spain	-	-	324.1	2.3%	-	-	1.1	0.3%	325.2	2.0%
Sri Lanka	0.6	0.0%	90.0	0.6%	-	-	0.6	0.2%	91.2	0.5%
Switzerland	1.3	0.1%	13.0	0.1%	-	-	0.3	0.1%	14.6	0.1%
Tajikistan	-	-	2.9	0.0%	-	-	0.4	0.1%	3.3	0.0%
Türkiye	55.8	3.0%	1,523.2	10.7%	0.1	0.1%	19.6	5.8%	1,598.7	9.6%
United Kingdom	-	-	-	-	-	-	0.2	0.1%	0.2	0.0%
United States	1.4	0.1%	-	-	3.9	1.9%	0.1	0.0%	5.3	0.0%
Uzbekistan	103.3	5.6%	42.2	0.3%	-	-	2.9	0.9%	148.4	0.9%
Grand Total	1,836.7	100.0%	14,269.6	100.0%	208.9	100.0%	335.3	100.0%	16,650.5	100.0%

- = nil, 0.0 = less than 0.05, 0.0% = less than 0.05%

Note: Numbers may not add up due to rounding.

Source: AIB, Co-financiers.

Appendix 4: Procurement Value by Origin of Suppliers/Contractors/Consultants, 2022

Suppliers/ Contractors/ Consultants Origins	Goods		Works		Non-Consulting Services		Consulting Services		Grand Total	
	Value (USD million)	% of Total Goods	Value (USD million)	% of Total Works	Value (USD million)	% of Total Non- consulting Services	Value (USD million)	% of Total Consulting Services	Value (USD million)	% of Total Grand Total
Australia	-	-	-	-	-	-	1.1	0.9%	1.1	0.0%
Azerbaijan	-	-	83.9	2.7%	-	-	-	-	83.9	2.4%
Bangladesh	8.6	4.4%	111.7	3.6%	0.4	0.2%	12.5	10.3%	133.2	3.8%
Cambodia	0.1	0.1%	6.6	0.2%	-	-	0.1	0.1%	6.8	0.2%
Canada	-	-	-	-	-	-	0.1	0.0%	0.1	0.0%
China	93.3	47.7%	726.6	23.7%	-	-	8.1	6.7%	828.0	23.4%
France	4.5	2.3%	-	-	-	-	5.5	4.5%	9.9	0.3%
Georgia	0.6	0.3%	0.8	0.0%	0.0	0.0%	0.1	0.1%	1.5	0.0%
Germany	-	-	-	-	-	-	5.0	4.1%	5.0	0.1%
India	2.0	1.0%	1,111.0	36.3%	4.0	2.4%	34.8	28.5%	1,151.8	32.5%
Indonesia	3.2	1.6%	246.8	8.1%	-	-	4.6	3.8%	254.6	7.2%
International Organizations	-	-	2.6	0.1%	160.8	97.4%	-	-	163.4	4.6%
Ireland	-	-	-	-	-	-	6.0	4.9%	6.0	0.2%
Italy	-	-	-	-	-	-	1.0	0.8%	1.0	0.0%
Japan	-	-	-	-	-	-	1.0	0.8%	1.0	0.0%

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Suppliers/ Contractors/ Consultants Origins	Goods		Works		Non-Consulting Services		Consulting Services		Grand Total	
	Value (USD million)	% of Total Goods	Value (USD million)	% of Total Works	Value (USD million)	% of Total Non- consulting Services	Value (USD million)	% of Total Consulting Services	Value (USD million)	% of Total Grand Total
Kenya	-	-	-	-	-	-	0.2	0.2%	0.2	0.0%
Korea	-	-	-	-	-	-	4.4	3.6%	4.4	0.1%
Lebanon	-	-	-	-	-	-	2.1	1.7%	2.1	0.1%
Malaysia	-	-	-	-	-	-	16.7	13.7%	16.7	0.5%
Maldives	2.0	1.0%	0.0	0.0%	-	-	0.2	0.2%	2.3	0.1%
Nepal	-	-	21.4	0.7%	-	-	-	-	21.4	0.6%
Oman	-	-	41.9	1.4%	-	-	-	-	41.9	1.2%
Pakistan	5.0	2.6%	168.2	5.5%	-	-	-	-	173.3	4.9%
Philippines	2.7	1.4%	9.8	0.3%	-	-	1.8	1.5%	14.3	0.4%
Rwanda	-	-	-	-	-	-	1.3	1.1%	1.3	0.0%
Singapore	0.3	0.2%	-	-	-	-	-	-	0.3	0.0%
Sri Lanka	-	-	-	-	-	-	0.6	0.5%	0.6	0.0%
Switzerland	-	-	-	-	-	-	0.3	0.3%	0.3	0.0%
Tajikistan	-	-	-	-	-	-	0.3	0.3%	0.3	0.0%
Türkiye	4.9	2.5%	490.4	16.0%	0.0	0.0%	12.1	9.9%	507.4	14.3%
Uzbekistan	68.3	34.9%	39.7	1.3%	-	-	2.0	1.6%	110.0	3.1%
Grand Total	195.5	100.0%	3,061.4	100.0%	165.1	100.0%	122.0	100.0%	3,544.0	100.0%

- = nil, 0.0 = less than 0.05, 0.0% = less than 0.05%

Note: Numbers may not add up due to rounding.

Source: AIB, Co-financiers.

2022 ANNUAL OPERATIONAL PROCUREMENT REPORT

This 2022 Annual Operational Procurement Report is produced by the Operational Services Department of the Asian Infrastructure Investment Bank. It is the Bank's second operational procurement report since the first report was published in 2022.

This Report provides the statistics and analysis of the procurement contracts signed between 2016 to 2022, which are financed by AIIB under Sovereign-Backed Financings (in both stand-alone and co-financed projects) and Project Preparation Special Fund grants.

AIIB continues to deliver high-quality procurement, ensuring funds are used for the intended purpose. The AIIB Procurement Policy maintains the Bank's high procurement principles, including its value-for-money and fit-for-purpose principles. The Policy was updated in November 2022 to ensure AIIB's flexible approach to help streamline project design and implementation.



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