

An isometric illustration of a city with various buildings, roads, and green spaces. The buildings are in shades of blue, grey, and brown. There are roads with cars and a bus. Green spaces with trees and a park with a fountain are also visible.

世銀新調達規則と Quality Infrastructure Project

日本企業のIPF project参加状況

池上隆夫

Tokyo Office: Business Information Adviser

略歴

- 2013年から 東京事務所 Business Information Adviser。Donor-funded Staffing Program(DFSP)選考委員
- 2011年12月 定年退職
- 1989年からアフリカ局、欧州中央アジア局、東アジア局勤務。Water Sector Engineer
- 欧州中央アジア局では Water Sectorの調達業務にも従事
- 1973年 日本鋼管(株)入社。国内外の上下水道プロジェクト担当。

- MIT Urban Studies and Planning卒(1985年)
- 早稲田大学理工学部土木工学科卒(1973年)

日本企業の契約実績

2021 世銀年度 契約額ランキング 事前審査カテゴリー

総計		受注額 (億\$)	シェア (%)	うち資材調達		受注額 (億\$)	シェア (%)	うち土木工事		受注額 (億\$)	シェア (%)
1	China	36.88	49.0%	1	China	3.65	22.6%	1	China	33.11	59.8%
2	India	12.79	17.0%	2	Switzerland	3.63	22.4%	2	India	10.22	18.5%
3	Turkey	4.34	5.8%	3	World	2.37	14.6%	3	Tunisia	3.09	5.6%
4	World	4.22	5.6%	4	Turkey	1.86	11.5%	4	Vietnam	2.20	4.0%
5	Switzerland	4.19	5.6%	5	India	1.18	7.3%	5	Turkey	1.56	2.8%
6	Tunisia	3.45	4.6%	6	Italy	1.14	7.1%	6	Lebanon	1.23	2.2%
7	Vietnam	2.78	3.7%	7	Nigeria	0.61	3.8%	7	Poland	1.12	2.0%
8	Nigeria	2.77	3.7%	8	Korea, Republi	0.60	3.7%	8	Nigeria	1.10	2.0%
9	Italy	2.14	2.8%	9	Croatia	0.58	3.6%	9	Kenya	0.91	1.6%
10	United States	1.75	2.3%	10	Vietnam	0.55	3.4%	10	Italy	0.83	1.5%
21	Japan	0.93	1.2%	31	Japan	0.13	0.8%	39	Japan	0.17	0.3%
	Total Amount	75.32	100.0%		Total Amount	16.18	100.0%		Total Amount	55.36	100.0%

注：調達実績はベンダーの登記国で集計されている。海外の子会社などはその登記国に計上されている。

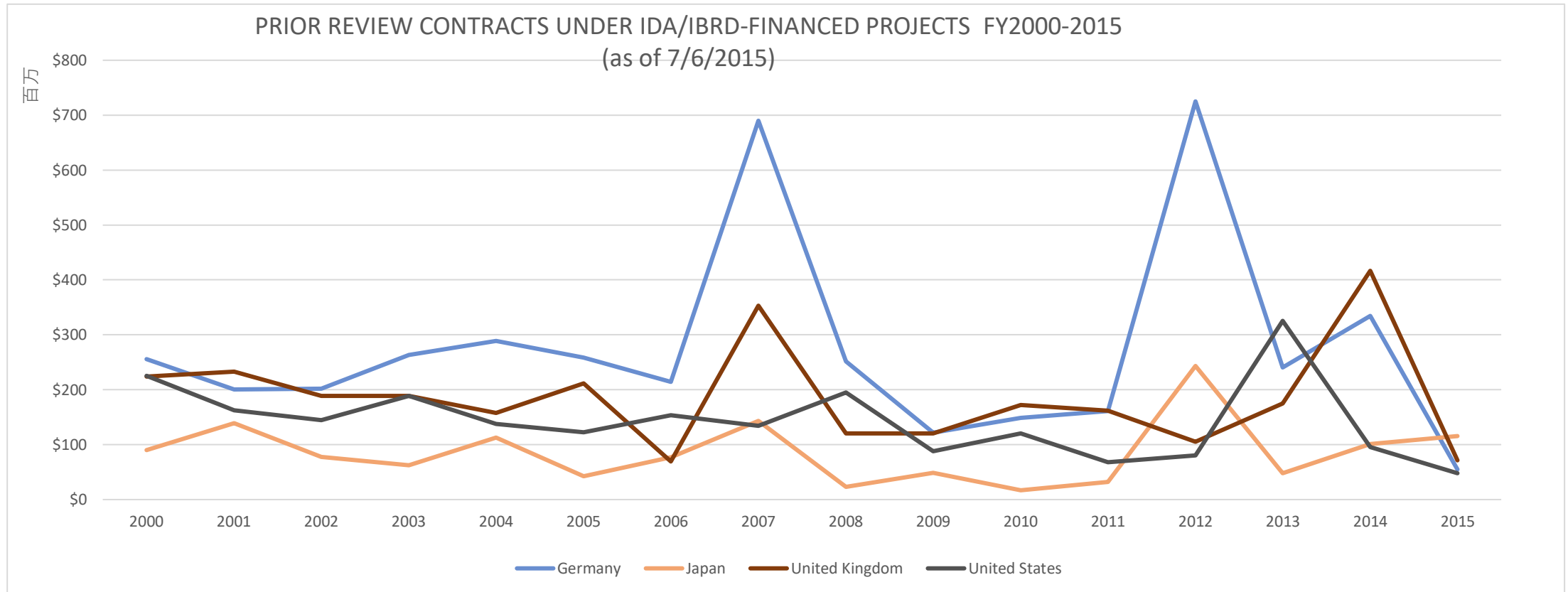
* Worldは国際機関の受注

2020 世銀年度 契約額ランキング 事前審査カテゴリー

総計		受注額 (億\$)	うち資材調達		受注額 (億\$)	うち土木工事		受注額 (億\$)	うちコンサルタント		受注額 (億\$)	うちコンサルタント以 外のサービス		受注額 (億\$)
1	China	19.03	1	China	3.02	1	China	15.68	1	World	1.54	1	World	1.89
2	India	12.77	2	India	1.45	2	India	10.08	2	Congo, Democ	1.15	2	India	0.29
3	Turkey	4.74	3	Egypt, Arab Re	1.03	3	Turkey	4.54	3	France	1.11	3	United States	0.25
4	World	4.34	4	World	0.56	4	Nigeria	1.93	4	India	0.96	4	Spain	0.18
5	Nigeria	2.47	5	Myanmar	0.40	5	Japan	1.10	5	Germany	0.61	5	China	0.15
6	France	1.93	6	United Arab Em	0.38	6	Poland	0.82	6	United Kingdom	0.59	6	Ethiopia	0.13
7	Congo, Democ	1.21	7	France	0.37	7	Uganda	0.80	7	Russian Federat	0.47	7	Bangladesh	0.08
8	Japan	1.21	8	Vietnam	0.31	8	Uzbekistan	0.75	8	United States	0.37	8	Angola	0.07
9	Vietnam	1.13	9	Ukraine	0.30	9	Vietnam	0.72	9	Nigeria	0.32	9	Indonesia	0.06
10	Germany	1.05	10	Germany	0.29	10	Brazil	0.67	10	Kenya	0.31	10	Guernsey	0.06
			52	Japan	0.05				64	Japan	0.04	22	Japan	0.02
	Amount	49.89		Amount	8.11		Amount	37.09		Amount	7.42		Amount	3.17

独英米に比しても日本の受注額は低い

F Y2000-FY2015

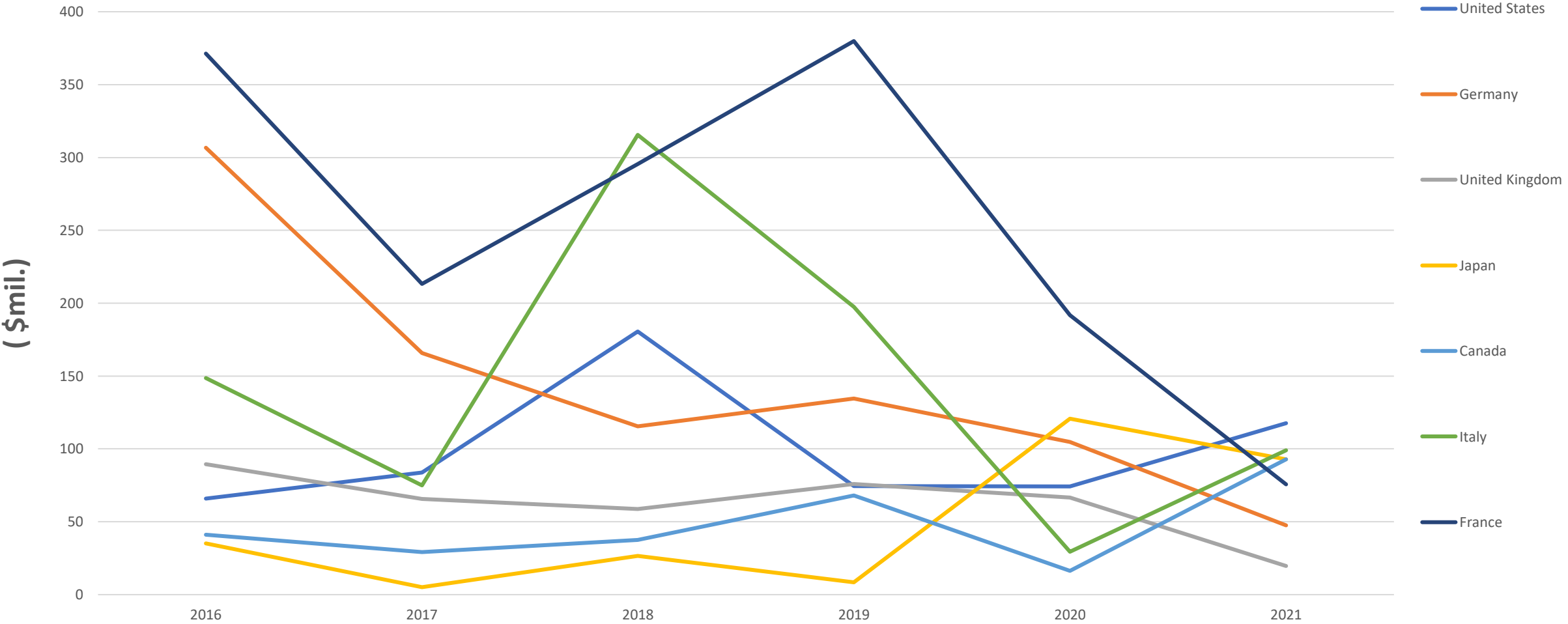


(1) The nationality of awarded firms is based on place of registration, which may or may not be the same as the country of origin.

(2) Contracts may include prior reviewed awards under the following agreement types: IDA, IBRD, Carbon Offset, Debt Reduction Facility, Global Environment Projects, GEF Medium Sized Programs, Guarantees, Institutional Development Fund, Montreal Protocol, JSA/PRSP and JSA/I-PRSP, Recipient-Executed Activities, Rainforest, Special Financing, IFAD-Funded projects, and UNDP-funded projects.

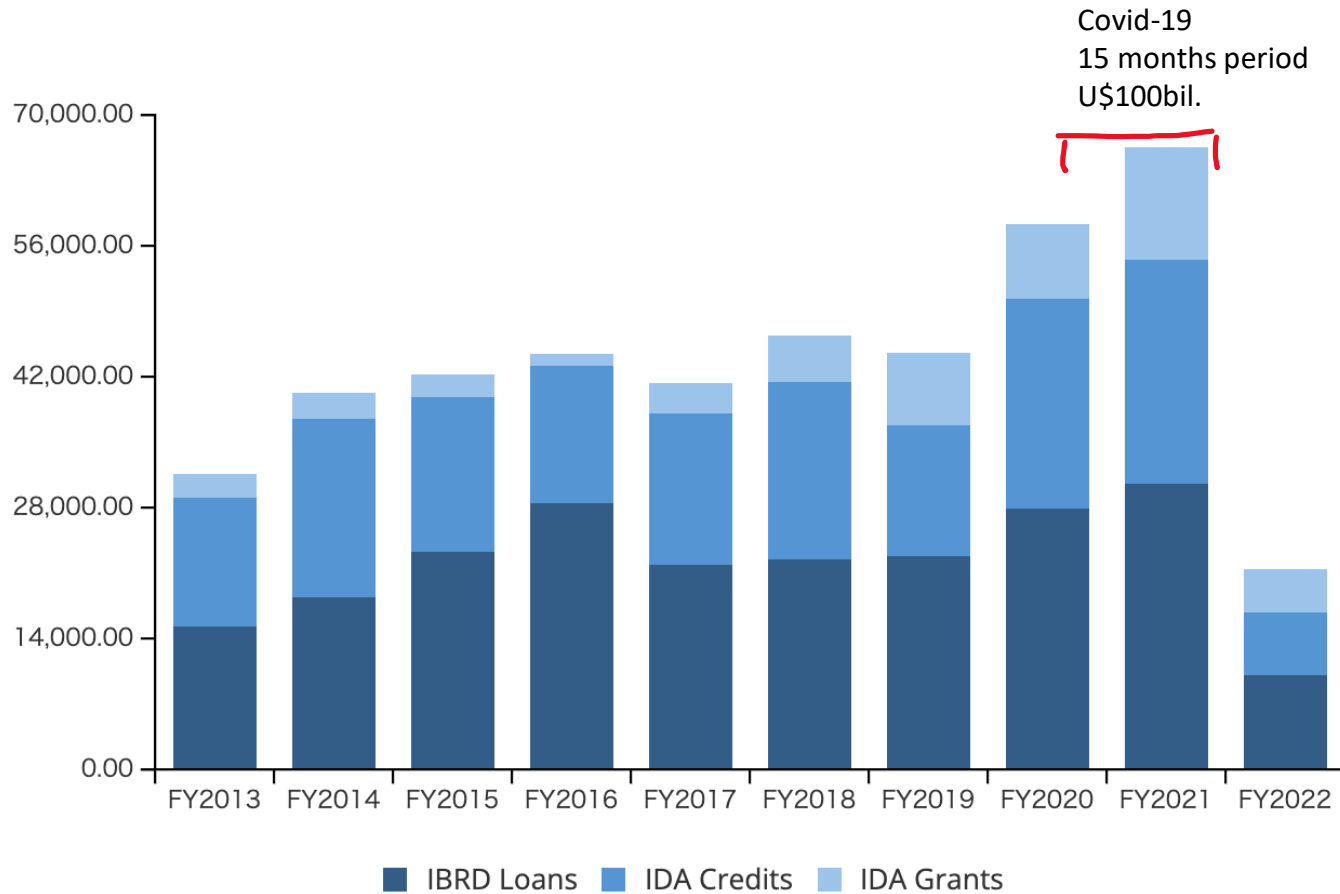
G7 Countries Contract Value (Prior Review Contract)

FY2016–FY2021



世銀IPF調達の特徴

Lending Amounts by FY



Data as of: 12/31/2021

Total lending at project level, for the period from FY2000 to FY2022

Original Principal value of IBRD Loans
US\$ 221,049.74 million

Original Principal value of IDA Credits
US\$ 166,515.27 million

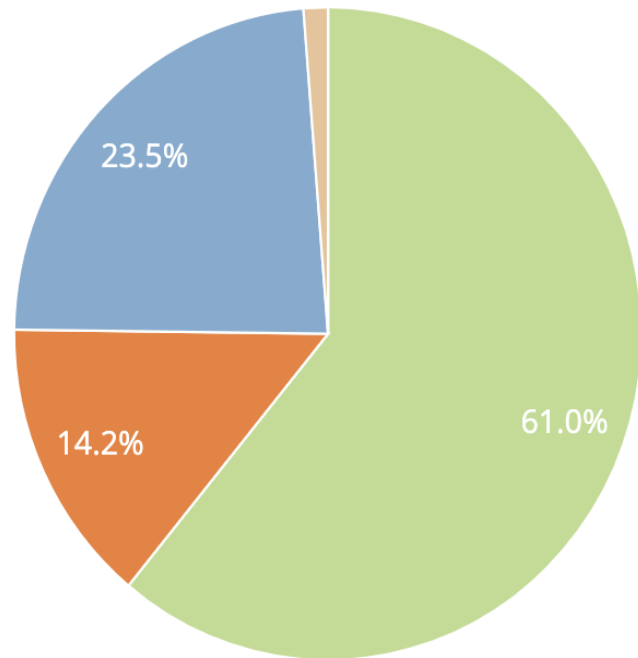
Original Principal value of IDA Grants
US\$ 49,704.27 million



- Chart data in millions of US\$ equivalent, rounded to 2 decimal places. Less than US\$ equivalent 5,000 displayed as 0.00.
- Data presented does not include Trust Funds, Financial Intermediary Funds (FIFs) Commitments, loans to IFC nor IBRD/IDA guarantees.
- The fiscal year begins on July 1st of the previous year and runs through June 30th of the designated year.
- Based on unaudited data.

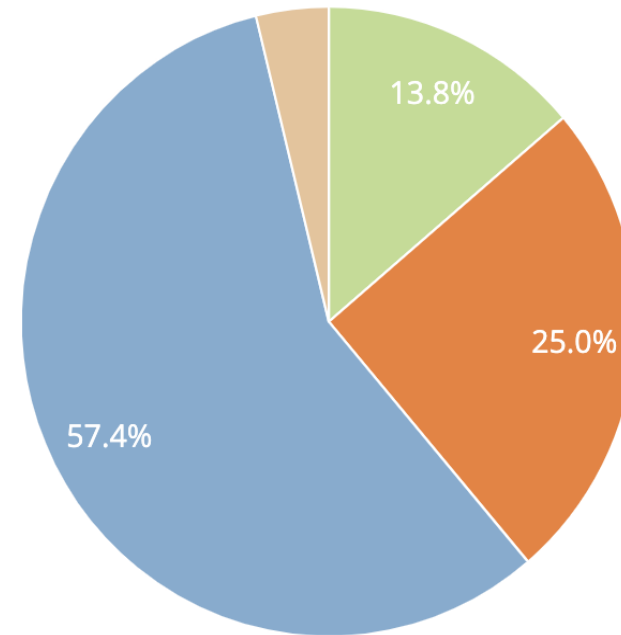
Prior Reviewed Contracts By Category

Period: **FY2001 - FY2020**



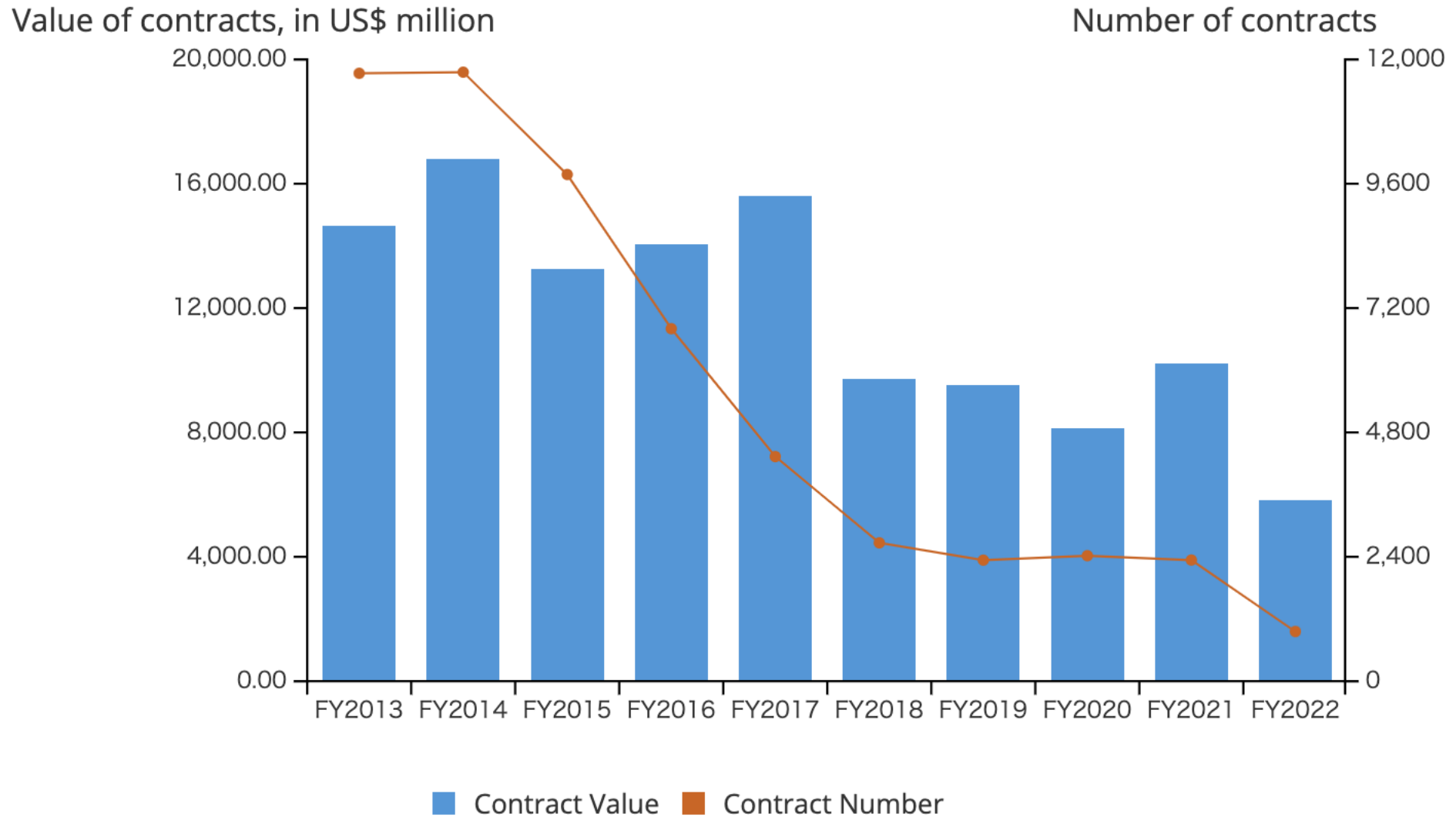
■ CIVIL WORKS ■ CONSULTANT SERVICES ■ GOODS
■ NON-CONSULTING SERVICES

Period: **FY2020 - FY2021**



■ CIVIL WORKS ■ CONSULTANT SERVICES ■ GOODS
■ NON-CONSULTING SERVICES

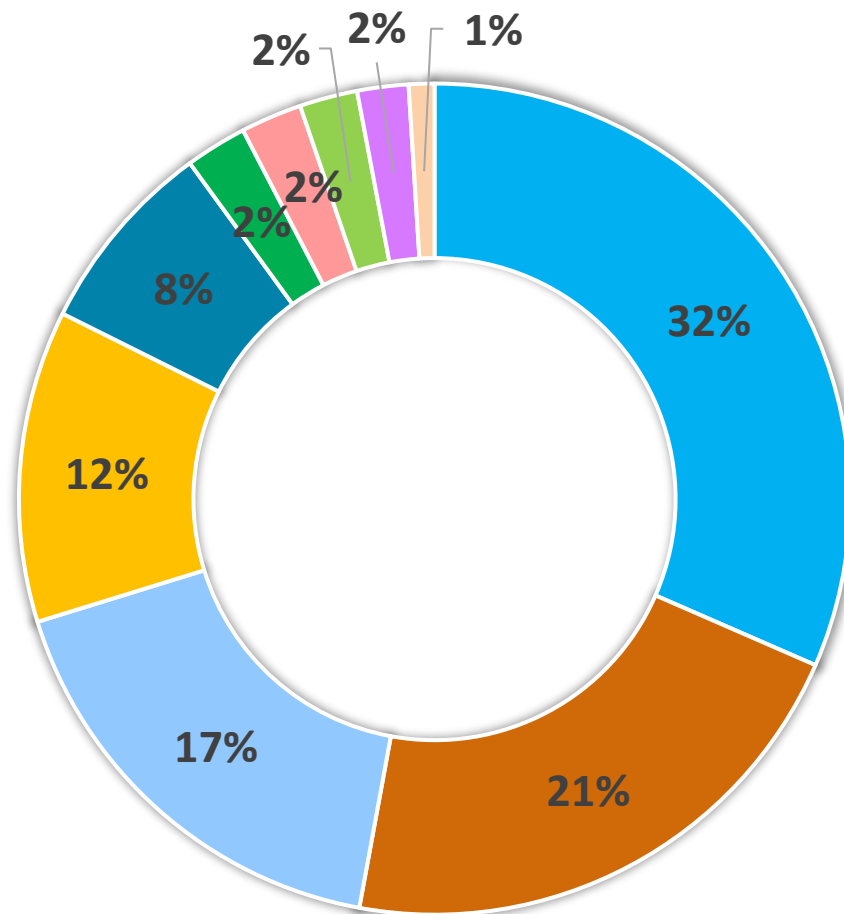
Prior Reviewed Contracts By Fiscal Year



Portfolio

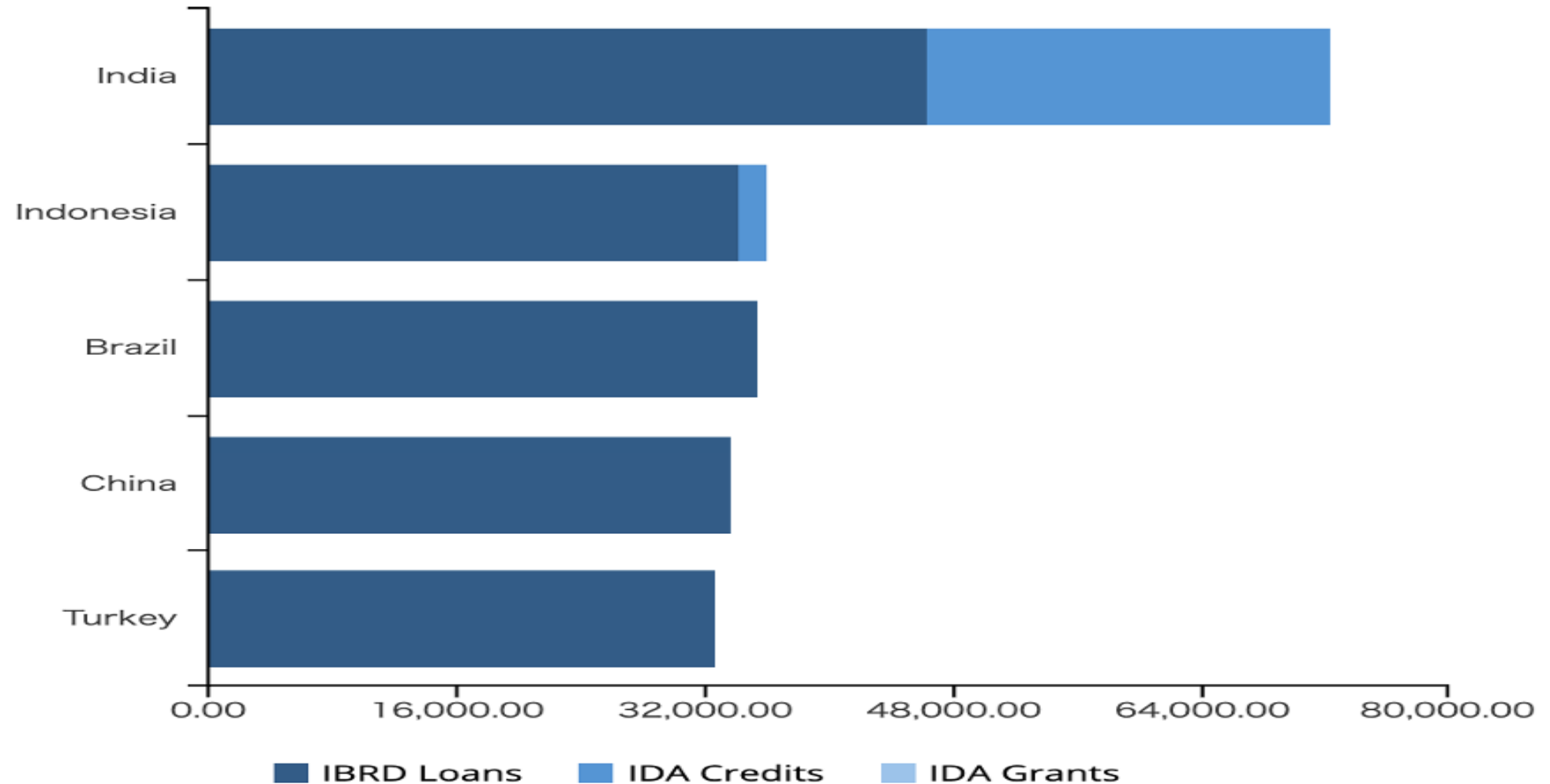
Areas of spend worldwide FY21

TOTAL SPEND = US\$ 17.1 Bn



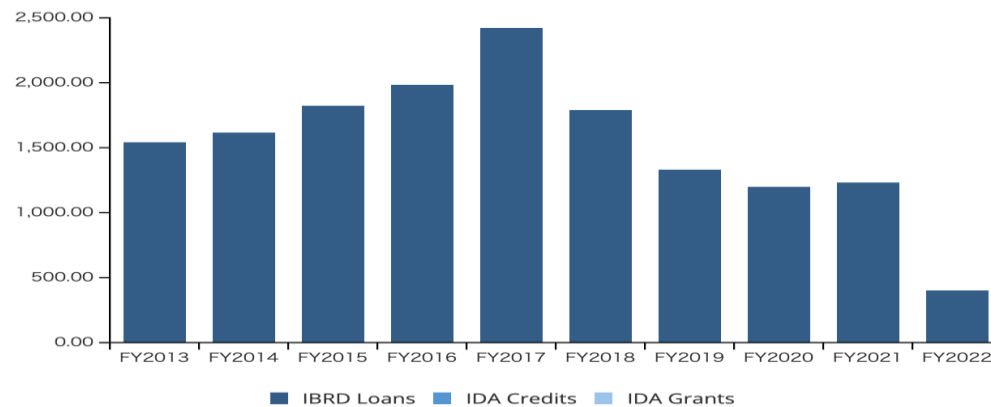
- Water, Sanitation and Waste Management
- Transport
- Energy & Extractives
- Health
- Agriculture, Fishing and Forestry
- Education
- Social Protection
- Industry, Trade & Services
- Public Administration
- Others

Lending by Country (US\$ mil.) FY2000-FY2022

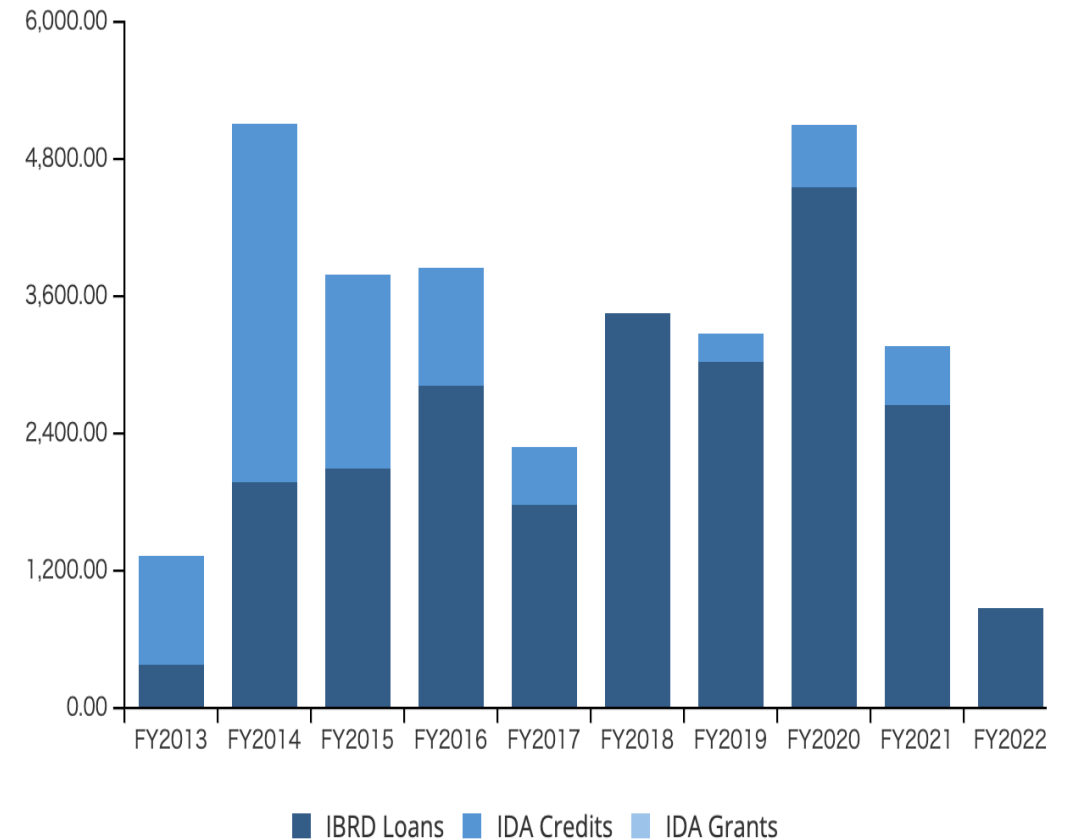


Lending Amounts by FY (US\$ mil.)

China - Period: FY2013 - FY2022



India - Period: FY2013 - FY2022



国際一国内調達 Thresholds

Thresholds for Procurement Approaches and Methods
(US\$ thousands)
 As of June 15, 2016

		Works			Goods, IT and non-consulting services			Shortlist of national consultants	
Country	Region	Open international ≥	Open national <	RfQ ≡	Open international ≥	Open national <	RfQ ¹ ≡	Consulting services <	Engineering & construction supervision ≡
China	EAP	40,000	40,000	500	10,000	10,000	500	500	N/A
India	SAR	40,000	40,000	100	3,000	3,000	100	800	N/A



国内調達 Prior Review Threshold

China Plastic Waste Reduction Project Ningbo sub-project の Procurement Plan (P174267)

Table1. Thresholds for Procurement Methods and Prior Review

Expenditure Category	Contract Value Threshold (US\$)	Procurement Method	Prior Review Threshold (US\$)
1. Civil works	≥40,000,000	International Open Competitive Procurement (International + Open)	All contracts
	≥ 500k to <40,000,000	National Open Competitive Procurement (National + Open)	All contracts ≥15 million
	<500,000	Request for Quotations	N/A

中国とインドー高額受注の理由

Prior Review Contract

- 世銀融資が歴史的に高額
- **Prior Review**は高額または高リスク調達だが近年減少傾向
調達スタッフの時間を一をボロワーサポートにより多く配分
- 国際調達は全て**Prior Review**
- 国内調達の**Prior Review Contract**は調達リスクに応じ決定。
- 国内調達ー外国企業参入可能だが**National Language**使用可能。
外国企業の参入障壁高い。

New! IPF SOLAR PROCUREMENT Bidder Declaration : Forced Labor

Effective date : January 1 , 2022

SCOPE

- ボロワーは Solar Panels/componentsを含む調達書類に Bidder Declaration : Forced Labor を入れなければならない。
- International and National Competitive Procurementも対象

Prior Review

- このBidder Declarationを含む調達は全てBank Prior review

Qualification requirement

- Require the Bidder, JV member, subcontractor, supplier, Manufacturers
- To declare suspended or terminated, and/or other contractual remedies applied calling of performance security by an employer, for reasons of breach of forced labor obligation in the past five years.

(参照)

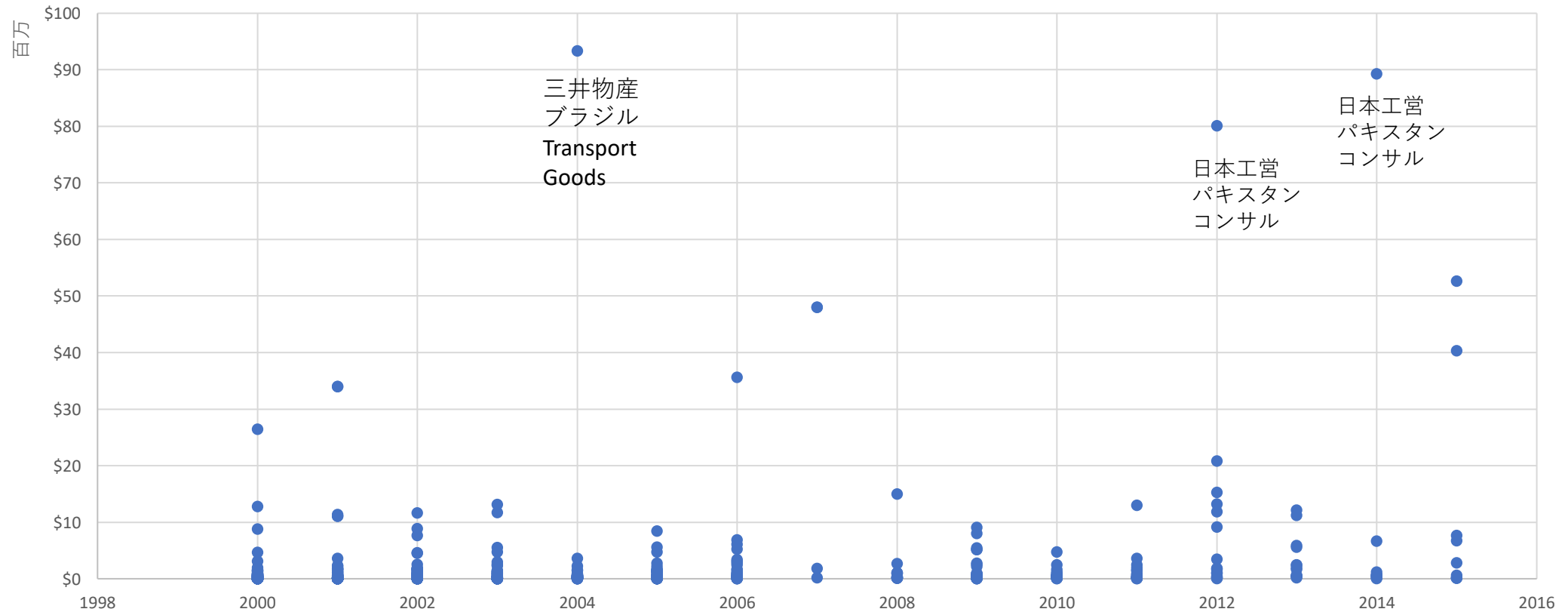
<https://www.worldbank.org/en/projects-operations/products-and-services/procurement-projects-programs>

日本の契約企業

Awarded Amount 日本企業の傾向

Total Contract Amount (MIL. USD)

\$10mil. 以下の契約が大部分



日本企業のTOP 10

Contract Amount (\$) (2000- 2015)

1	NIPPON KOEI	177,065,204
2	SUMITOMO CORPORATION	170,166,427
3	MITSUI & CO.	119,461,503
4	MITSUBISHI CORPORATION	113,075,007
5	MITSUBISHI HEAVY INDUSTRIES	95,095,812
6	ITOCHU CORPORATION	47,280,794
7	VIACAS CORPORATION	45,716,782
8	KAJIMA CORPORATION	38,669,697
9	JFE ENGINEERING CORPORATION	37,157,918
10	SUMITOMO CHEMICAL CO. LTD	27,968,167

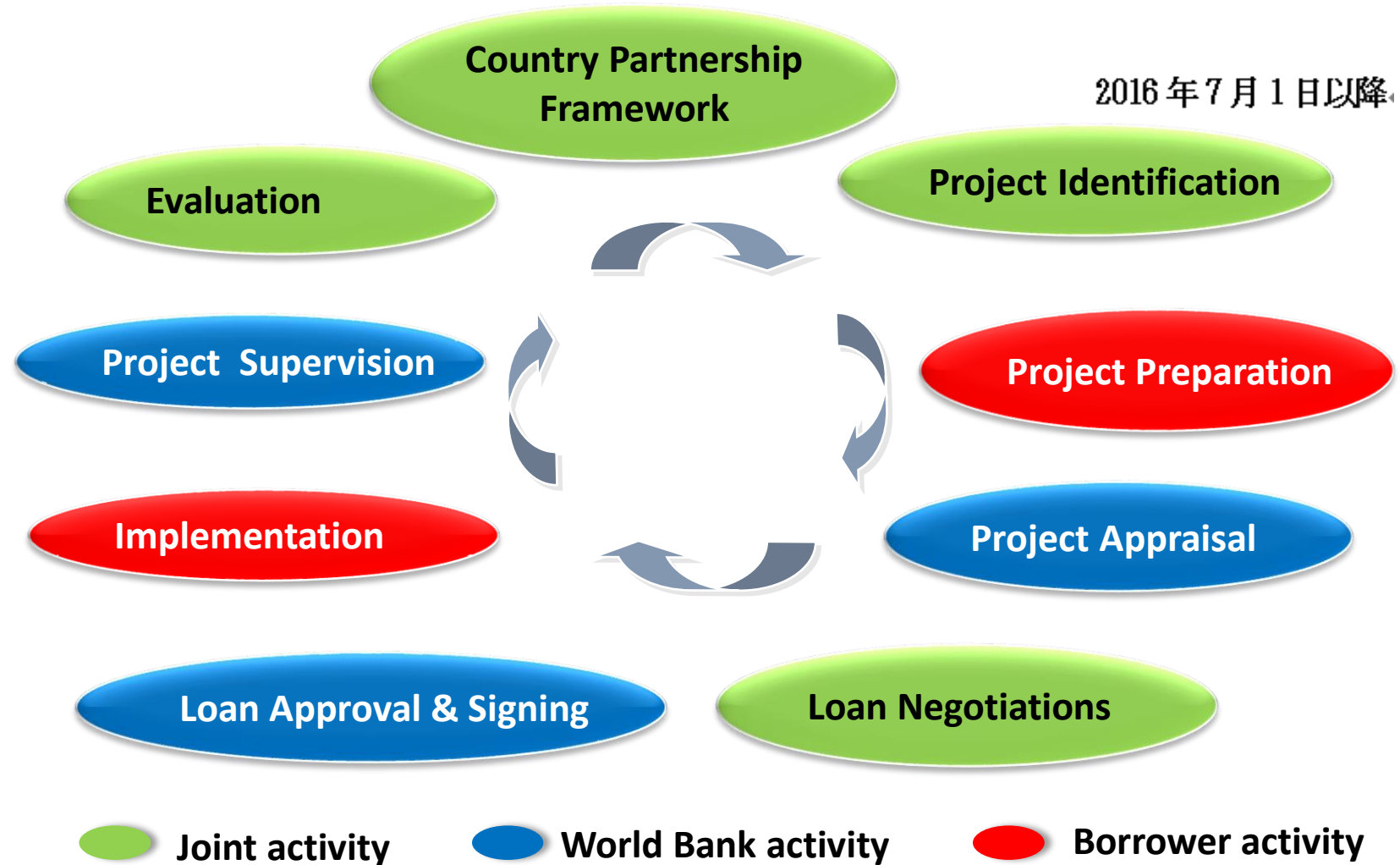
FY 21 日本企業の契約実績

FY	Country	Project Name	Procurement Category	Major Sector	Supply Country	Supplier Name	Amount (\$)
2021	Mongolia	Mongolia: Second Energy Sector Project	CIVIL WORKS	Others	Japan	KYOCERA COMMUNICATION SY	16,541,538
2021	Vietnam	Support for Autonomous Higher Education	GOODS	Education	Japan	OGAWA SEIKI CO., LTD	4,420,948
2021	Vietnam	VN-DCIDP	CONSULTANT	Water/Sanit/M	Japan	ORIENTAL CONSULTANT GLOB	464,153
2021	Uzbekistan	Modernizing Higher Education Project	GOODS	Others	Japan	OGAWA SEIKI CO. LTD	2,546,000
2021	Peru	PE Cusco Transport Improvement	CONSULTANT	Transportatio	Japan	NIPPON KOEI CO. LTD.	2,029,427
2021	Peru	PE Cusco Transport Improvement	CONSULTANT	Transportatio	Japan	NIPPON KOEI LATIN AMERICA -	2,029,427
2021	Bangladesh	Livestock Development Project	GOODS	Agriculture	Japan	KOKUSAI LINKS CO. LTD	4,716,000
2021	Bangladesh	Livestock Development Project	GOODS	Others	Japan	KOKUSAI LINKS CO. LTD	1,611,604
2021	Pakistan	PK: Dasu Hydropower Stage I Project	CONSULTANT	Others	Japan	NIPPON KOEI CO., LTD. (NIPPO	58,873,944
						FY21 Total	93,233,041

FY 20 日本企業の契約実績

FY	Country	Project Name	ment Categor	Major Sector	Supply Country	Supplier Name	Amount (\$)
2020	Angola	AO:Water Sector Institutional Dev.2	CONSULTA	Water/Sanit/Wast	Japan	NIPPON KOEI CO.,LTD	507,040
2020	Ethiopia	Second Ethiopia - Urban WSSP	GOODS	Water/Sanit/Wast	Japan	TOYOTA TRUSHO CORPORATION	781,291
2020	Ethiopia	Second Ethiopia - Urban WSSP	GOODS	Water/Sanit/Wast	Japan	TOYOTA TSUSHO CORPORATION	1,412,937
2020	Rwanda	Electricity Sector Strenghtening Project	CIVIL WOR	Others	Japan	TAKAOKA ENGINNEERING CO., LTD	10,140,546
2020	Cambodia	Cambodia HEIP	CONSULTA	Education	Japan	HIKARU KOMATSU	306,979
2020	China	GEF China Sustainable Cities IAP	CONSULTA	Others	Japan	NIKKEN SEKKEI RESEARCH INSTITUTE	466,452
2020	Mongolia	EQRP	GOODS	Others	Japan	ARTEC CO., LTD	282,065
2020	Mongolia	MN - E-Health Project	NON-CONS	Others	Japan	AMIN CO., LTD	939,648
2020	Mongolia	MN - E-Health Project	NON-CONS	Others	Japan	ARIMA JAPAN CO., LTD	939,648
2020	Myanmar	Myanmar National Electrification Project	GOODS	Others	Japan	NIPPON CONCRETE INDUSTRY CO., LT	852,592
2020	Myanmar	Myanmar National Electrification Project	GOODS	Others	Japan	NIPPON CONCRETE INDUSTRY CO., LT	672,694
2020	Myanmar	Myanmar National Electrification Project	GOODS	Others	Japan	NIPPON CONCRETE INDUSTRY CO., LT	715,878
2020	Vietnam	Vinh Phuc Flood Risk	CONSULTA	Water/Sanit/Wast	Japan	CTI ENGINEERING INTERNATIONAL CO	1,879,739
2020	Brazil	BR Municipal APL3: Teresina	CONSULTA	Others	Japan	NIPPON KOEI LATIN AMERICA - CARIB	546,497
2020	India	EDFC-3	CIVIL WOR	Transportation	Japan	KYOSAN ELECTRIC MANUFACTURING C	51,802,191
2020	India	EDFC-3	CIVIL WOR	Transportation	Japan	KYOSAN ELECTRIC MANUFACTURING C	48,353,079
						FY20 Total	120,599,276

世銀プロジェクトはボロワーが準備、実施 民間によるプロファイは不要

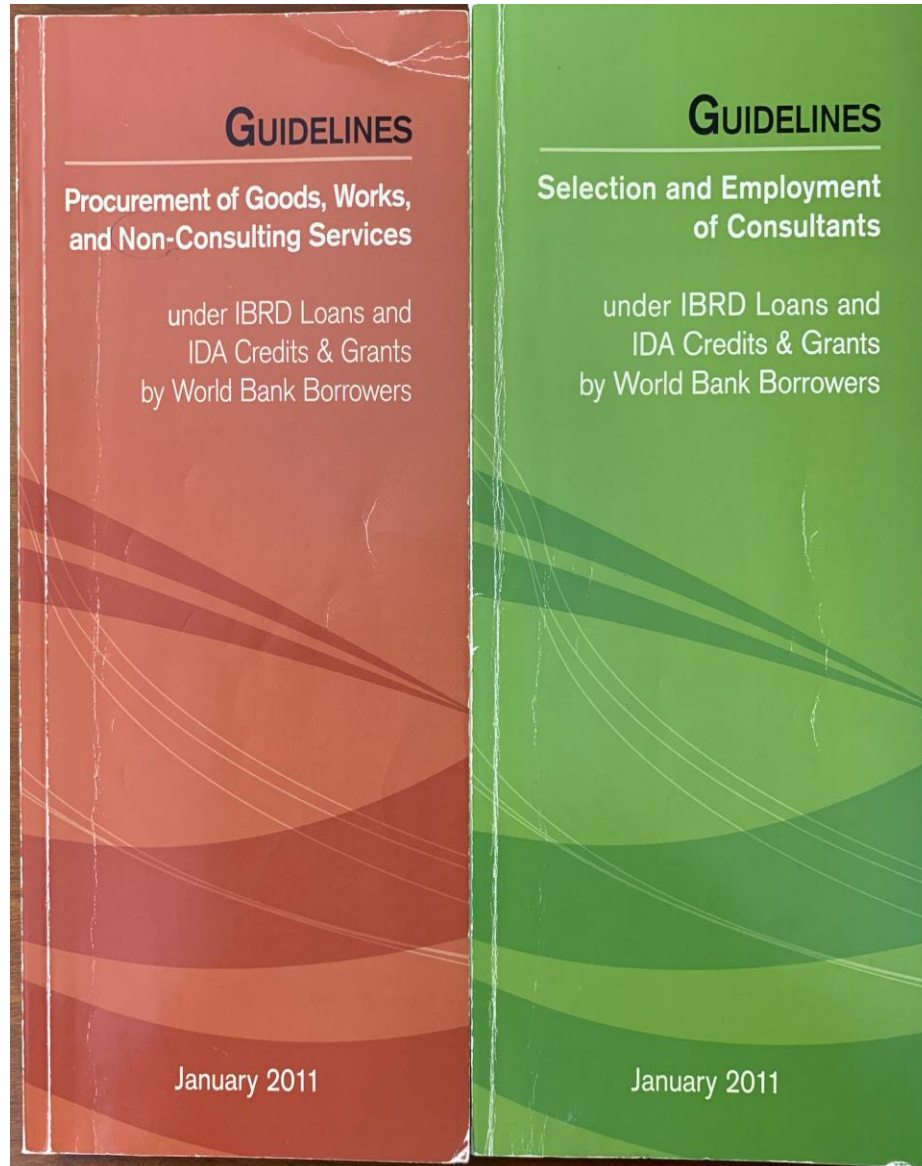


新調達規則

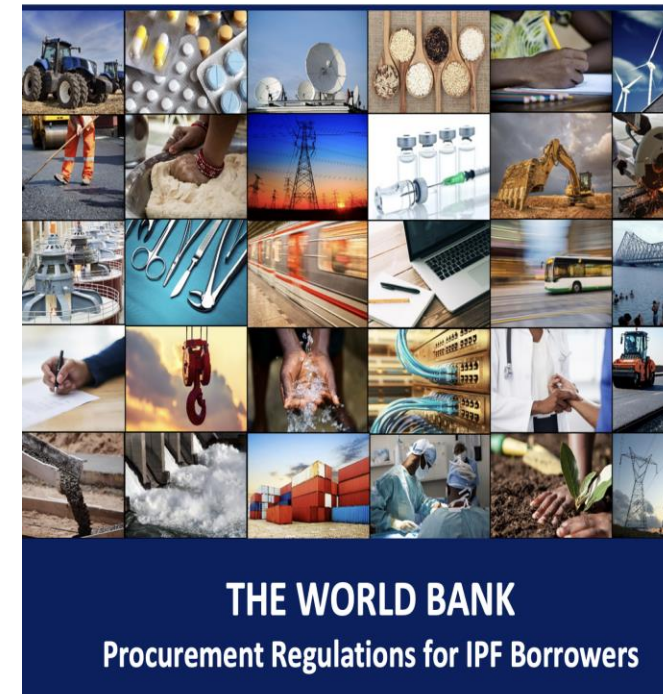
Request for Proposal (RfP)

質の評価可能
日本企業にも比較優位

Before 2016/6/30



After 2016/7/01

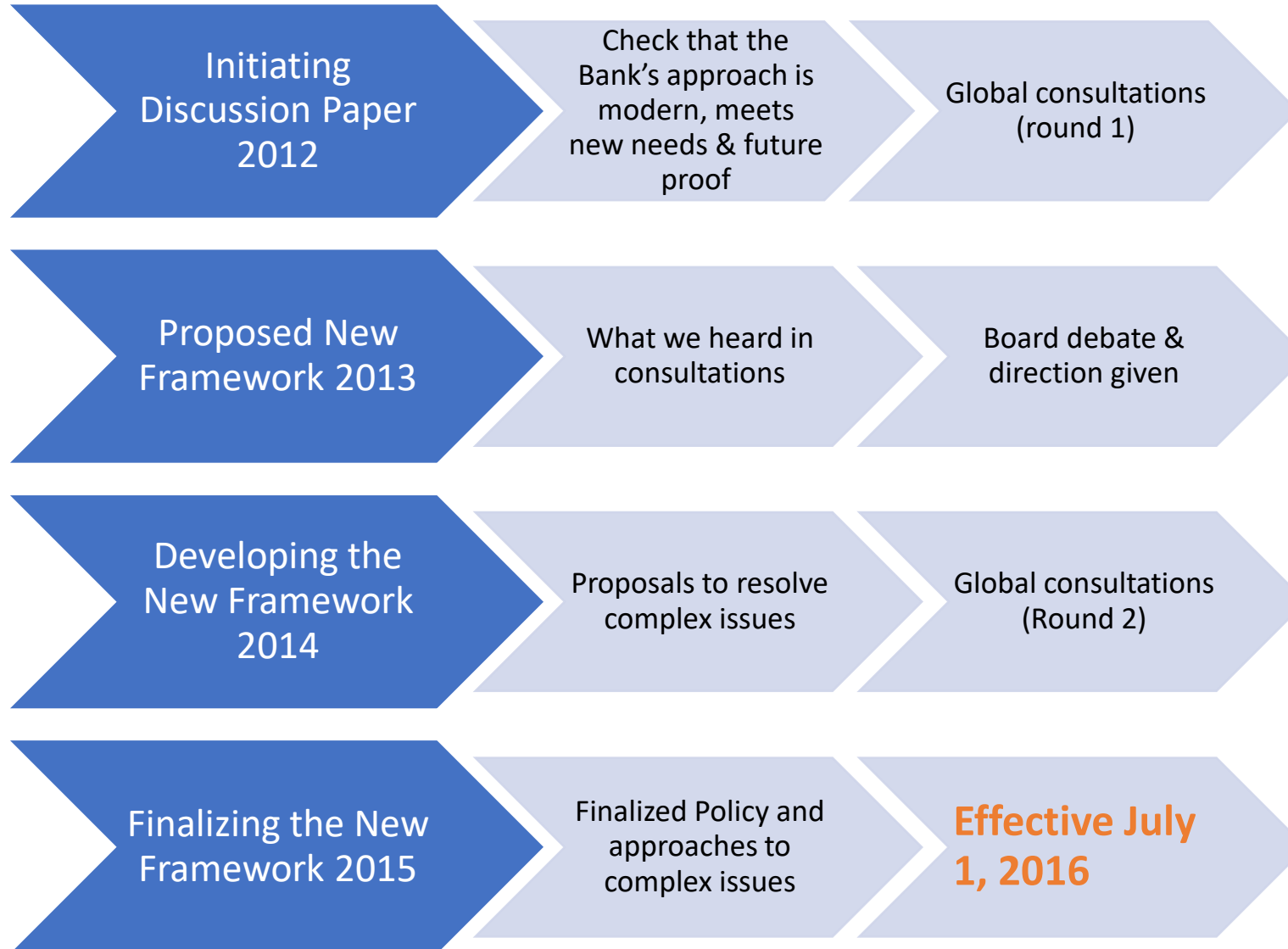


PROCUREMENT IN INVESTMENT PROJECT FINANCING
Goods, Works, Non-Consulting and
Consulting Services

Fourth Edition
November 2020



The Procurement reform: Journey



VfMはCore Procurement Principle 世銀新調達規則 (2016年7月1日施行)

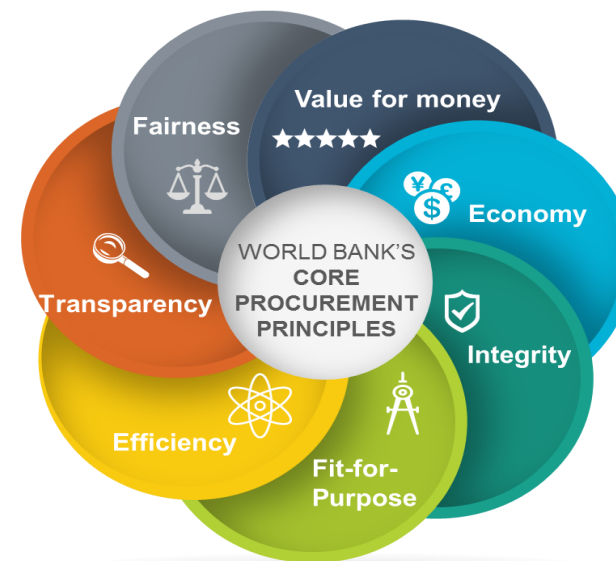
第1章

1. 1 IPFプロジェクトの調達においては、持続可能な開発の推進に当たり、借入者が、**Value for Money (VfM)**を公正な形で確保できるようでなければならない。

付記 I. Value for Money (VfM)

Para. 1. 2.2

VfMとは資源の効果的、効率的、経済的な利用を意味し、そのためには、関連費用や便益の評価に加え、リスク評価、**価格以外の属性やライフサイクルコストの評価**も適宜に行わなければならない。**価格だけでは必ずしもVfMを実現できない。**



世銀IPFプロジェクトはG20のQII原則を満足 従ってIPFプロジェクトはQIIプロジェクト

QIIはAPECのガイドブック等を経てG20で合意され持続的な社会経済発展に貢献。

G20質の高いインフラ投資に関する原則

- 原則 1: 持続可能な成長と開発へのインパクトの最大化
- 原則 2: ライフサイクルコストの経済性
Value for Moneyの実現
- 原則 3: 環境への配慮
- 原則 4: 自然災害等のリスクに対する 強靱性
- 原則 5: 社会への配慮
- 原則 6: インフラ・ガバナンス

世銀のIPFプロジェクトは以下の政策に従って準備される。

Bank Policy: Investment Project Financing

Section III – Scope

- Investment Project Financing by the Bank aims to promote poverty reduction and sustainable development.....
- (1) Technical Analysis; (2) Economic Analysis; (3) Financial Management (4) Procurement (5) Environmental Safeguards; (6) Social Safeguards; (7) Risks; (7) Disaster Prevention

但し現状ではProcurementで質の評価が不十分

G20宣言：Value for Money (VfM)の実現は Request for Proposal (RFP)で！

Multilateral Development Banks' Reference Note

The key aspects of economic efficiency in **QII procurement** include: (Page 7)

1. Value for Money (VfM) (新調達規則 Annex 1, para. 2.2と同じだが**下記赤字部分**を追記)

VfM involves the effective, efficient, and economic use of resources. In individual procurements, this *requires the evaluation of relevant costs and benefits, along with an assessment of risks, non-price attributes (including quality, fitness for purpose and sustainability), and life-cycle costs.*

VfM may be assessed using a Request for Proposal approach to market. Appropriate **criteria need to be developed** for a specific procurement, prioritizing them as applicable to the project's characteristics and operating environment by assigning suitable weightings, and applying them objectively in evaluating each tender.

Request for Proposals 評価方法

$$B \equiv \frac{C_{low}}{C} X + \frac{T}{T_{high}} (1 - X)$$

where

C = *Evaluated Proposal Cost*

C_{low} = *the lowest of all Evaluated Proposal Cost among responsive Proposals*

T = *the total Technical Score awarded to the Proposal*

T_{high} = *the Technical Score achieved by the Proposal that was scored best among all responsive Proposals*

X = *weight for Cost*

Quality Infrastructure Project

Price alone may not necessarily represent value for money

世銀の調達書類-> RFP (Request for Proposal)

<https://www.worldbank.org/en/projects-operations/products-and-services/brief/procurement-new-framework#SPD>

- **Goods** Request for Proposals - (2 envelope process) [June 2021](#)
- **Information Systems** Request for Proposals [June 2021](#) -
- **Design and Build** Request for Proposal (Single & Two Stage)
- **Engineering Procurement and Construction/Turnkey**
Request for Proposal (Single & Two Stage)
- **Design, Build and Operation for Water and Wastewater Treatment Plants**
[Guidance Note for SPD for Water and Wastewater Treatment Plants](#)
Request for Proposal (Single & Two Stage)
- **Plant** Request for Proposals (Single & Two stage)

2022年 世界銀行GR.日本人職員採用（日本政府が支援） JPOとMC 2022年3月中旬募集予定

- 最初の2年間の勤務期間を日本政府支援。勤務評価に基づき1年延可能
- 世銀の正規職員となる可能性あり
- 日本国籍保有者限定

- **ジュニア・プロフェッショナル・オフィサー（JPO）**
 - 年齢：2022年4月1日現在で35歳以下の方
 - 2年以上の関連分野での実務経験
- **ミッドキャリア（MC）**
 - 5年以上の関連分野での実務経験

<https://www.worldbank.org/ja/news/feature/2022/02/16/dfsp2022-jpo-and-mc>