



STEP – TSR

**PSLO IFI Energy Mission 2017
Oct. 23-25, 2017
Washington, D.C.,
USA**

TRIP REPORT

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Overview/ Mission Description

STEP lead a delegation to the PSLO Energy Mission in Washington DC.

The event was an energy sector focused mission to the World Bank, Inter-American Development Bank, Asian Development Bank, European Bank for Reconstruction and Development and Millennium Challenge Corporation in Washington, DC held October 23 – 25, 2017. The theme of this year's energy mission was: "Integrating Sustainable Energy in Global Development". The mission was intended for private sector, both suppliers and consultants, interested in learning about business opportunities in the energy sector funded by the World Bank Group, Inter-American Development Bank, European Bank for Reconstruction and Development, Millennium Challenge Corporation and the Asian Development Bank. By bringing together energy companies from multiple countries, the mission also provided a unique opportunity for networking among participants with a view to collaboration and potential partnerships. The event cost \$1000 and in-addition to presentations from the IFI's networking lunches and evening receptions were also built into the 3-day program.

Bi-lateral meetings for the Saskatchewan delegation were also arranged with an Energy Specialist from the Global Energy Practice, World Bank Group as well as with the Inter-American Development Bank (IDB) extractives team and the Canadian Executive Director's office at the IDB. This included the Canadian Executive Director, Alternate Executive Director, as well as the Senior Counselor to the Executive Director.

PSLO Energy Mission by the Numbers: The three-day conference the provided a platform for the 110 private sector participants, with energy company representatives from 13 countries joined the biannual Private Sector Liaison Officers (PSLO) Energy Mission to Washington DC.

Summarized Agenda

Oct. 22: Fly from Regina / Arrive

- Opening Reception

Oct. 23: Day 1 of Event

- Group Breakfast
- The World Bank Energy & Extractive Industries Overview

Oct. 24: Day 2 of Event

- Group Meeting with Energy Specialist - Global Energy Practice, World Bank Group
- Group Meeting with Office of the Executive Director for Canada, Inter-American Development Bank
- Group Meeting with IDB Extractives Sector team
- IDB Energy & Extractive Industries Overview

Oct. 25: Day 3 of Event / Depart for Regina

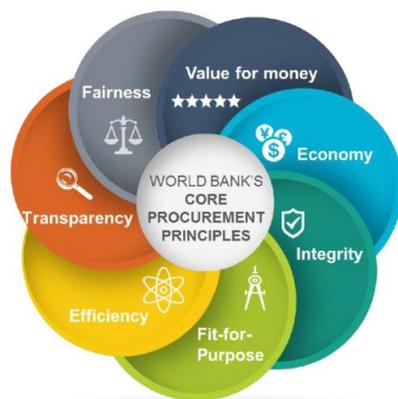
- Asian Development Bank, European Bank for Reconstruction, and Millennium Challenge Corp. presentations
- Lunch meeting at Canadian Embassy with other Canadian delegates and Embassy staff

Market Information

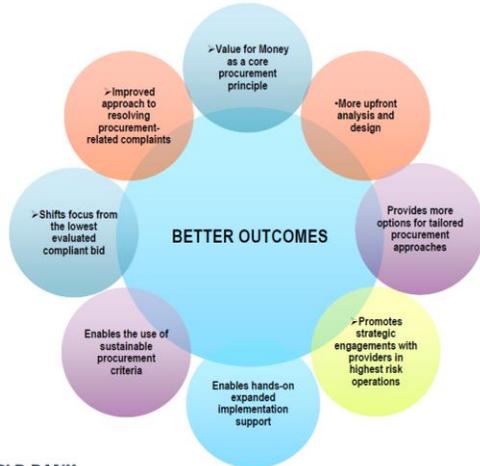
Some highlights from the PSLO Energy Mission in Washington DC:

- The World Bank had lending of \$42.1 B in 2016, International Financial Corporation (IFC) \$11.9B in co-financing and the Multilateral Investment Guarantee Agency (MIGA) \$4.8B in guarantees. Total commitments in FY 2016 were \$59B
- The World Bank now has a network of 150+ Private Sector Liaison Officers (PSLO's) in more than 100 countries. These are from chambers of commerce, business & trade associations, and export or investment promotion agencies (such as STEP).
- For 2016 World Bank Energy & Extractives division lending was \$9B+ (almost 17% of the total portfolio). Areas of focus within the division include: Renewable Energy (hydro-generation), Gas Fired Generation, Policy and Institutional Development, Renewable Energy (non-hydro), Coal and Oil Fired Generation, Upstream Extractives and Policy, Energy Efficiency, and Transmission & Distribution.
- Also the World Bank recently reformed their framework for procurement; and new principles such as “value for money” will play an important part in the bidding process. This is key for Canadian consultants bidding on projects, which may have high marks for quality but may not be as low priced as competitors.

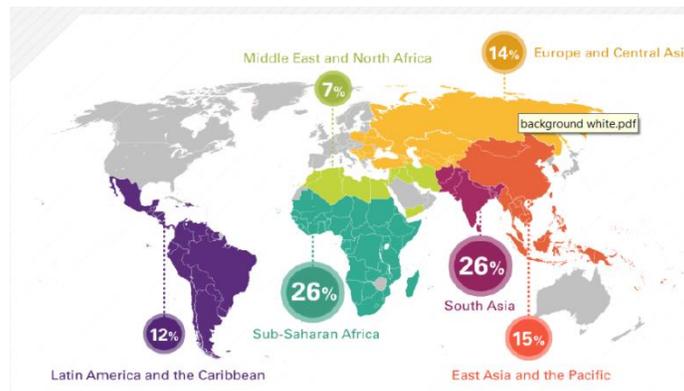
New Procurement Principles



Key Innovations



- Also highlighted was that the bulk of World Bank project work has an increased emphasis on Sub-Saharan Africa and South Asia.



Results

This type of mission is different than traditional STEP missions in that it is focused mostly on consulting work with International Financial Institutions (IFIs) or for country clients of the IFI's. As such results from initial efforts may take a number of months before outcomes (contracts won) are seen. As a result of this mission though, 2 of the 4 exporters from Saskatchewan already have smaller IFI projects in the works, with a 3rd in likely. This is significant as smaller projects can develop into larger more substantial projects.

Quantitative Results

Trade Leads: 53

Deals in Markets: 3

of Companies Participating: 4

of Companies Represented: 1

Recommendations

The PSLO Energy Mission in Washington DC is a bi-annual event, and it is recommended that STEP and members take part again in 2019.

The conference allows companies to learn about IFI's such as the World Bank's, plans for lending and subsequent projects in the energy space. STEP members have capacity for direct upstream projects with IFIs, or for sub-contracting opportunities in the governance, environment, education, policy, categories and sub-categories. Also the event allows companies to gain access to, and make introductions to the Task Team Leaders at the IFI's responsible for projects. Another benefit of the event, which sold out this year is that top consulting firms are in attendance from around the world (100+ for this year's event), many of these firms are looking for partnering opportunities or to sub-contract niche or specialized work. For STEP, which is part of the World Bank and Inter-American Development Bank - Private Sector Liason Network (PSLO), the event provides another opportunity to expose exporters from the province to the large market of consulting opportunities in development finance.

Participants from the Saskatchewan delegation benefitted from bi-lateral meetings STEP arranged with the World Bank and Inter-American Development Bank, and some results are already being seen.

STEP Contact for Further Information

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Photos

Delegation in front of IDB Building



Delegation in front of White House



Group photo of conference participants



Delegation in front of World Bank

