

Business and Financing Session with the World Bank Group in collaboration with PEMANDU

6th September, 2016 in Sasana Kijang

Overview

The World Bank Group Malaysia Office intends to conduct a workshop for the private sector in Malaysia, to increase awareness on how to participate in the Bank-financed projects and what are the IFC and MIGA's products and services offerings for the private sector.

The World Bank Group consists of five organizations:

1. The International Bank for Reconstruction and Development (IBRD) lends to governments of middle-income and creditworthy low-income countries.
2. The International Development Association (IDA) provides interest-free loans and grants to governments of the poorest countries.
3. The International Finance Corporation (IFC) is the largest global development institution focused exclusively on the private sector. IFC fulfills its mandate by financing investment, mobilizing capital in international financial markets, and providing advisory services to businesses and governments.
4. The Multilateral Investment Guarantee Agency (MIGA) provides guarantees to private sector investors and lenders. Its guarantees protect investments against non-commercial risks and can help investors obtain access to funding sources with improved financial terms and conditions.
5. The International Centre for Settlement of Investment Disputes (ICSID) provides international facilities for conciliation and arbitration of investment disputes.

Malaysian companies have a role to play in supporting development and investments in developing countries. The workshop will provide unique opportunities for Malaysian companies and financial institutions to engage with World Bank procurement and financing experts.

In this regard, the Bank collaborates with PEMANDU, which plays a transformative role in the country's Economic Transformation Programme. This event is supported by MATRADE, CIDB and MDEC.

Workshop Overview

The workshop is designed into the following structure - a plenary overview session in the morning, and 2 breakout sessions in the afternoon.

The first afternoon breakout session will focus on how companies can participate in the World Bank's financed projects through a comprehensive procurement briefing. The second breakout session will be a detailed briefing on IFC and MIGA's products and advisory services available for companies and financial institutions, to support their overseas business ventures, as well as inward investments in the country.

Tentative Agenda

Time	Topic	Speaker / Facilitator
08:00 – 09:00am	Registration	
09:00 – 09:05am	Welcome	
09:05 – 09:35am	Opening Remarks	
09:35 – 09:45am	The World Bank Group, Mission Objectives, Organization	Faris H. Hadad-Zervos, Country Manager, Malaysia, World Bank Group (WBG)
09:45– 10:15am	The Project Cycle and The World Bank’s Portfolio of Projects Worldwide and in EAP Region	Elmas Arisoy, Practice Manager, Governance Global Practice, WBG
10:15 – 11:00am	Panel Session on experience of Malaysian Companies investing overseas	
11:00 – 11:15am	Coffee Break	
11:15 – 11:45pm	Working with the International Finance Corporation	Rana Karadsheh-Haddad, Country Manager Singapore, International Finance Corporation (IFC)
11:45 – 12:15am	Working with the Multilateral Investment Guarantee Agency	Timothy Histed, Head – South & South East Asia, Multilateral Investment Guarantee Agency (MIGA)
12:15 – 12:45pm	Discussions and Q&A	WBG
12:45 – 14:00pm	Lunch	

Afternoon Breakout Sessions

Breakout Session 1: Detailed Procurement Workshop		
14:00 – 14:45pm	<ul style="list-style-type: none"> World Bank’s New Procurement Policy Framework Procedures – Procurement of Works, Goods, and Non-Consulting Services; Selection and Employment of Consultants 	Elmas Arisoy
14:45– 15:30pm	<ul style="list-style-type: none"> How to Track Business Opportunities Major contracts in World Bank-Financed Projects Won by Malaysian Companies 	Darren Dorkin, Program Coordinator, WBG Korea Office
15:30 – 15:45pm	Tea break	
15:45 – 16:15pm	How to Prepare Responsive Bids/Proposals	Elmas Arisoy
16:15– 16:45pm	Open Discussions and Q&A ¹	WBG

Breakout Session 2: IFC and MIGA Briefing Session		
14:00 – 14:45pm	Investments with IFC outside and in Malaysia	IFC
14:45 – 15:30pm	Guarantees by MIGA – what does it mean	MIGA
15:30 – 15:45pm	Tea break	
15:45 – 16:15pm	Open Discussions and Q&A ²	WBG
16:15 – 16:30pm	Closing Remarks	WBG

¹ The program will provide additional time during individual sessions for Q&A.