

# GEORGIA: Oportunidades de Negocio con el Banco Mundial

# GEORGIA: Oportunidades de Negocio con el Banco Mundial

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## LISTA DE ACRÓNIMOS

AIF	Asociación Internacional de Fomento (IDA)
BID	Banco Interamericano de Desarrollo
BIRF	Banco Internacional de Reconstrucción y Fomento (IBRD)
CAS	Country Assistance Strategy (Estrategia de Asistencia al País)
CFI	Corporación Financiera Internacional (IFC)
CIADI	Centro Internacional de Arreglo de Diferencias Relativas a Inversiones (ICSID)
Eol	Expresiones de interés (Expressions of Interest)
IBRD	International Bank for Reconstruction and Development (BIRF)
ICB	International Competitive Bidding (Licitación Pública Internacional)
ICSID	International Centre for Settlement of Investment Disputes (CIADI)
IDA	International Development Association (AIF)
IFC	International Finance Corporation (CFI)
IFI	Instituciones Financieras Internacionales (International Finance Institutions)
MIGA	Multilateral Investment Guarantee Agency (OMGI)
NCB	National Competitive Bidding (Licitación Pública Nacional)
NNUU	Naciones Unidas (UN)
OMGI	Organismo Multilateral de Garantía de Inversiones (MIGA)
PRSP	Poverty Reduction Strategy Paper
QCBS	Quality and Cost Based Selection
SBCC	Selección Basada en la Calidad y el Costo
SBD	Standard Bidding Documents (Documentos estándar de licitación)
TdR	Términos de referencia
UN	United Nations (NNUU)
UNDB	United Nations Development Business

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# I ■ INTRODUCCIÓN

El documento que se presenta a continuación tiene por finalidad informar a las empresas españolas especializadas en los principales sectores de actuación del Banco Mundial (en adelante BM) sobre las oportunidades de negocio junto con los programas y las iniciativas de desarrollo de esta Institución en Georgia.

Paralelamente se presentarán las principales acciones que desarrollará el BM en Georgia para el período 2010-2013 (de acuerdo con la información disponible) en aquellos contratos públicos de Asistencias Técnicas (de ahora en adelante AT) y contratos de Bienes y Servicios.

En la actualidad el BM dispone de 70 proyectos abiertos y 1 proyecto en preparación (pipeline). Estos proyectos ofrecerán oportunidades de negocio para las empresas vinculadas a los siguientes sectores, por orden de relevancia:

- 1º Transporte
- 2º Industria y Comercio
- 3º Administración Pública
- 4º Salud y Servicios Sociales

## 1. DATOS GENERALES

Georgia es un país en el límite entre Europa y Asia localizado en la costa del Mar Negro, al sur del Cáucaso. Antigua república de la desaparecida Unión Soviética, comparte fronteras con Rusia al norte, y con Turquía, Armenia y Azerbaiyán al sur. Su ciudad capital es Tiflis (también conocida como Tbilisi). Desde el 27 de agosto de 1999, Georgia es miembro del Consejo de Europa.

División de poderes:

- El **Poder Ejecutivo** está liderado por el presidente como cabeza del gobierno, quien es electo por un período de cinco años. Su sucesor constitucional es el presidente del Parlamento. Actualmente, el presidente es Mijeil Saakashvili y su primer ministro es Zurab Nogaideli.
- El **Poder Legislativo** lo compone el Parlamento de Georgia, el cual cuenta con 235 miembros, electos por un período de cuatro años; 150 asientos por representación proporcional, 75 por distritos de un solo escaño y 10 miembros que representan a los desplazados de la región separatista de Abjasia. El portavoz del Parlamento es Nino Burjanadze.
- El **Poder Judicial** cuenta en Georgia con una Corte Suprema, con jueces electos por el Parlamento considerando las recomendaciones del presidente y una Corte Constitucional.

Georgia está dividida en 10 regiones y dos repúblicas autónomas: Abjasia y Ajaria. La población actual de Georgia es de 4.615.807 (estimado a Julio de 2009), donde étnicamente los georgianos forman la mayoría con cerca de 83,8%. Los azeríes forman el 6,5% de la población, los armenios el 5,7% y los rusos el 1,5%. Desde la caída de la Unión Soviética, Georgia ha sufrido un serio colapso poblacional como la rebelión en Abjasia, Adjaría y Osetia del Sur. Una frágil economía y pocas oportunidades de trabajo permitieron que cientos de georgianos emigraran en busca de trabajo, especialmente a Rusia. El problema se agrava aún más con la baja natalidad entre la población que reside permanentemente en el país. Se estima que la población actual es un millón de personas menos que la que había en 1990. El crecimiento poblacional presenta balance negativo (-0,325% anual estimado 2009), uno de los más bajos del mundo. La fecundidad también es baja (1,44 hijos por mujer, est. 2009).

La economía georgiana ha girado tradicionalmente alrededor del turismo del mar Negro, el cultivo de cítricos, té y uvas; la minería extractiva del manganeso y el cobre además de un pequeño sector industrial que produce vino, metales, maquinaria, químicos y textiles. El país importa la gran mayoría de la energía que requiere, incluyendo gas natural y petróleo. Su única fuente importante de energía es la hidroeléctrica.

## 2. GEORGIA Y EL BANCO MUNDIAL

A pesar del duro impacto que su economía interna ha sufrido a razón de la guerra civil, Georgia ha logrado importantes avances económicos desde 1995, con el apoyo del Fondo Monetario Internacional y del Banco Mundial, aumentando el ritmo del crecimiento del producto interno bruto (PIB) y reduciendo la inflación. Aún así, su economía continúa experimentando un gran déficit presupuestario debido a la imposibilidad de obtener ingresos fiscales por impuestos. Además, Georgia continúa sufriendo por la escasez de energía; en 1998 se privatizó la red de distribución y el suministro mejora paulatinamente.

Georgia basa sus objetivos para la recuperación a largo plazo en el desarrollo de un **corredor internacional de transporte a través de puertos clave en el mar Negro**, como Poti y Batumi. El déficit comercial cada vez mayor, los continuos problemas de evasión tributaria y corrupción, y las incertidumbres políticas oscurecen el cuadro económico a corto plazo.

Georgia se unió al Banco Mundial en 1992 y junto a otros 11 países son representados en el Directorio Ejecutivo por Mr. Ad Melkert. La directora ejecutiva suplente es Ms. Tamara Solyanyk. La misión del Banco Mundial en Georgia es ayudar a conseguir el crecimiento económico a largo plazo, crear empleo, mejorar los servicios sociales y proteger el medioambiente. Para lograrlo, el Banco Mundial proporciona ayuda financiera, análisis y consejo. Los sectores prioritarios son: **Infraestructuras, Educación y Reforma Económica**.

El documento de Estrategia de Asociación con los Países (en inglés CPS) para los ejercicios fiscales<sup>1</sup> 2006-2009 se preparó como consecuencia de la Revolución de la Rosas en 2003 que desplazó del poder al presidente Eduard Shevardnadze. Después de 18 meses, el nuevo gobierno se había movido rápido en cuanto a reformas en el espectro del desarrollo: estabilizar la situación fiscal y macroeconómica, mejorar el sistema de gobierno, fortalecer las infraestructuras, introducir fuertes reformas en materia de educación, reducir la burocracia en las empresas y mitigar la pobreza. En base a este legado se creó el CPS 2006-2009, centrado en implementar una **segunda fase** en sus reformas dirigido a tres áreas:

- I. Generar crecimiento y empleo mediante la eliminación de barreras para el desarrollo del **sector privado** y la mejora de las **infraestructuras, finanzas y mercados**
- II. Fomentar el desarrollo humano y la protección social a través de una mejor **educación, salud, protección social y servicios comunitarios**
- III. Fortalecer la gestión del **sector público** y los procesos presupuestarios para permitir a Georgia para mejorar la planificación y cumplir sus propios objetivos de desarrollo

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<sup>1</sup> Los ejercicios fiscales tienen una duración desde el 1 de julio del año anterior hasta el 30 de junio del mismo año

El Estrategia de Asociación con los Países **para los ejercicios fiscales del 2010 al 2013** se ha preparado para combatir la recesión generada por dos factores: el conflicto armado con Rusia en agosto del 2008 unido a la crisis económica mundial. Para lograrlo, la estrategia **conjunta del BM y de la Corporación Financiera Internacional (CFI)** se centra en la vulnerabilidad del país a corto plazo, el fortalecimiento de las bases de la competitividad a medio plazo y el crecimiento económico.

Durante los últimos cinco años, Georgia se ha embarcado en un programa de profundas reformas. El gobierno ha buscado reducir la corrupción, mejorar el entorno del sector privado e introducir un programa de asistencia social dirigido. Como consecuencia, actualmente tiene la mejor evaluación en normas y asesoramiento institucional de la Asociación Internacional de Fomento (AIF). Para mantener esta tendencia, Georgia atrajo significativas inversiones extranjeras, expandió el comercio y creció en agosto del 2008 una media del 9% anual.

Pero el conflicto de agosto de 2008 y la siguiente recesión económica mundial han alterado esa tendencia. Georgia ha permanecido en su línea de grandes reformas, pero el entorno económico mundial no permite el mismo crecimiento que en el pasado, debido a niveles inferiores de inversión y comercio.

Un elemento primordial para proveer a Georgia de estabilidad económica y financiera en el período actual ha sido el **apoyo de los donantes**:

- I. El Fondo Monetario Internacional (FMI) aprobó un programa de 750 millones de dólares en septiembre de 2008, que acaba de ser aumentado en otros 400 millones y ampliado su plazo hasta mediados del 2011.
- II. En octubre de 2008, la Comunidad Internacional se comprometió conjuntamente con 4.500 millones de dólares durante un periodo de tres años. Hasta la fecha se han entregado alrededor de 1.700 millones de dólares para su inversión en:
  - a. **apoyo presupuestario,**
  - b. aumentando la red de protección social y atención a las **necesidades de los desplazados,**
  - c. **infraestructuras básicas,**
  - d. **sector privado,**
  - e. apoyo a los **bancos comerciales.**

Es en este contexto la Estrategia de Asociación con los Países del Banco Mundial desde el año 2010 al 2013 establece una financiación desde **740 a 900 millones de dólares durante cuatro años**, respaldado por un fuerte programa de servicios y la transferencia de conocimientos. La dotación incluye:

- lo restante del AIF-15 (Asociación Internacional de Fomento), que se calcula alrededor de 130 millones de dólares,

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- los préstamos del Banco Internacional de Reconstrucción y Fomento (BIRF) por valor de 266 millones,
- desembolsos de proyectos AIF/BIRF por 135 millones,
- inversiones y préstamos del CFI entre 210 y 360 millones

Los nuevos préstamos del AIF y el BIRF bajo el programa CPS se basan fuertemente en el apoyo presupuestario, con especial importancia en reformas:

- **asistencia social, entorno empresarial y marco de gastos**
- **infraestructuras**, especialmente en **carreteras para fortalecer la conectividad interna** y el papel de Georgia como **corredor de transporte al sur del Caucaso**.

Estas actividades, combinadas con **11 principales proyectos en activo** y los esfuerzos de la CFI pretenden cumplir los objetivos principales del CPS.

Bajo el presupuesto estimado, los fondos del AIF y el BIRF se han anticipado para proporcionar apoyo durante el periodo de recesión. Como consecuencia, el banco en principio no podrá proporcionar nuevos fondos adicionales en los últimos años del CPS. Sin embargo, los niveles de apoyo del AIF y del BIRF serán evaluados a medio plazo y podrán ser ajustados para reflejar la evolución de la situación. El programa queda abierto por tanto para posibles incrementos, que de ser posibles se dedicarían a mejorar el presupuesto y el apoyo al transporte, pero también para mantener los préstamos del Banco en sectores de **desarrollo municipal, salud, educación, agricultura y energía**.

A 31 de diciembre de 2009 el estado de la cartera de préstamos, créditos y donaciones del Banco Mundial en Georgia era el siguiente:

### I. Numero de Préstamos/Créditos/Concesiones

Status	Créditos AIF	DCRT	VSLN	Total
En período de desembolso	12	3	2	17
En período de reembolso	22	0	0	22
Reembolsado en su totalidad	0	0	0	0
Otras regiones	17	2	2	21

Fuente: Informe Global Georgia. Base de datos de Proyectos del Banco Mundial

A 31 de diciembre de 2009 el estado de la cartera de Georgia con el Banco Mundial era el siguiente:

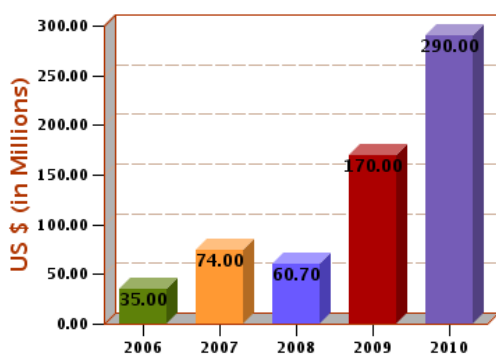
**II. Resumen de Préstamos/Créditos/Concesiones en USD**

Status	BIRD	Créditos IAF	Concesiones IAF	Total
Principal original	275,000,000.00	1,124,300,000.00	23,200,000.00	1,422,500,000.00
Cancelaciones	0.00	14,353,098.54	92,451.25	14,445,549.79
Desembolso	62,159,525.16	1,092,866,927.69	18,184,926.61	1,173,211,379.46
No desembolsado	212,840,474.84	45,231,657.63	6,257,254.08	264,329,386.55
Reembolsado	0.00	34,573,525.93	0.00	34,573,525.93
Reemb. Terceros	0.00	0.00	0.00	0.00
Adeudado	62,159,525.16	1,178,937,359.82	0.00	1,241,096,884.98
Ajuste Cambiario	0.00	0.00	0.00	0.00
Obligación de prestatario	62,159,525.16	1,178,937,359.82	0.00	1,241,096,884.98

Fuente: Informe Global Georgia. Base de datos de Proyectos del Banco Mundial

Para el ejercicio fiscal actual, la siguiente tabla muestra el compromiso total hasta la fecha por parte del Banco Mundial:

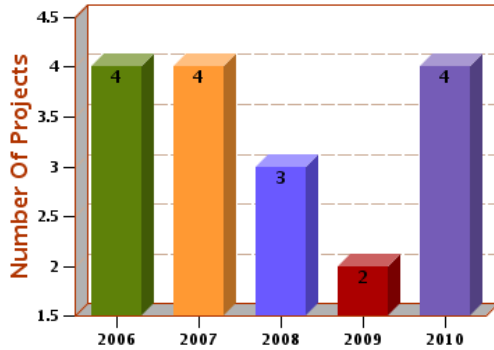
**III. Volumen total de préstamos (mill. USD):**



Fuente: Informe Global Georgia. Base de datos de Proyectos del Banco Mundial

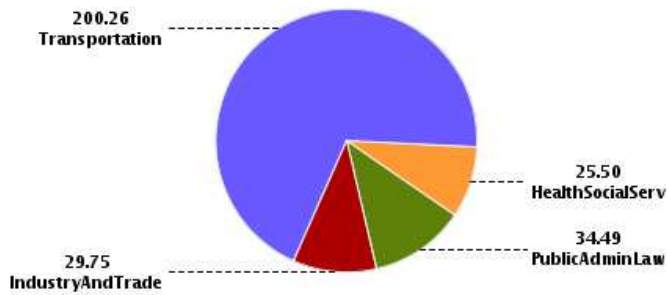
Este total de préstamos incluye los del BIRF, AIF y FMAM (Fondo para el Medio Ambiente Mundial).

**IV. Numero de proyectos aprobados:**



Fuente: Informe Global Georgia. Base de datos de Proyectos del Banco Mundial

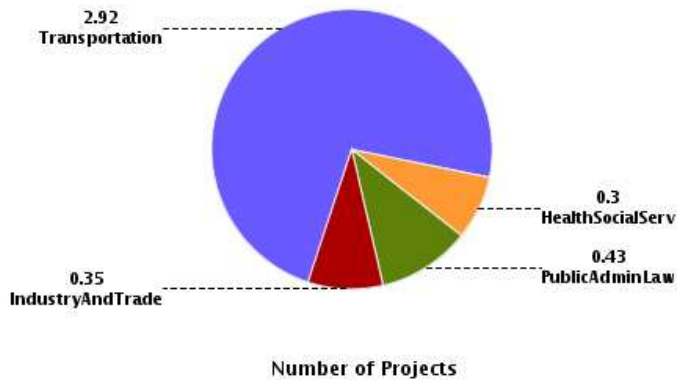
**V. Préstamos por Sector hasta la fecha - ejercicio fiscal 2010 (mill. USD):**



\*\*Total Commitment Amount

Fuente: Informe Global Georgia. Base de datos de Proyectos del Banco Mundial

**VI. Numero de proyectos aprobados hasta la fecha - ejercicio fiscal 2010:**



Fuente: Informe Global Georgia. Base de datos de Proyectos del Banco Mundial

## II. PROGRAMAS DE DESARROLLO DEL GRUPO BM EN GEORGIA

### 1. PROYECTOS EN PREPARACIÓN DEL BM EN GEORGIA

Nombre	ID	Costo mill USD	Línea	Sector	Fecha de Reunión para la Revisión del Concepto del Proyecto
<a href="#">Second Development Policy Operation</a>	P117698	35	AIF	Administración Pública	04-FEV- 2010
<b>Agencia Ejecutora:</b> Ministry of Economic Development, 12 Rustaveli Ave, Georgia, Tel: (995-32) 932-846, Fax: (995-32) 921-786					
The objective is to support the Government of Georgia's policy reform program. Consulting services to be determined.					

## 2. PROYECTOS ACTIVOS DEL BM EN GEORGIA

Nombre	ID	Costo mill USD	Línea	Sector	Fecha de aprobación
<a href="#">First East-West Highway Additional Financing</a>	P117860	35	BIRF/AIF	Transporte (Caminos y carreteras) (100%)	10-NOV-2009
					<b>Fecha de cierre</b>
					N/A
<b>Agencia Ejecutora:</b> ROADS DEPARTMENT		<b>Responsable del proyecto en el BM:</b> Marteau, Jean-Francois			
<p>This project paper provides an additional loan to scale up and restructure the First East-West Highway Improvement Project (FEWHIP). The FEWHIP additional financing will support the rehabilitation of the Rikoti Tunnel, repair its by-pass road, and provide additional institutional strengthening. Restructuring is required to accommodate a slight revision of the project development objective to include the tunnel and related changes to the results framework.</p>					

Nombre	ID	Costo mill USD	Línea	Sector	Fecha de aprobación
<a href="#">Kakheti Regional Roads Improvement Project</a>	P117152	37,5	BIRF/AIF	Transporte (Caminos y carreteras) (94%)  Derecho, administración de justicia y administración pública (Administración pública - Transporte) (6%)	10-NOV-2009
					<b>Fecha de cierre</b>
					30-NOV-2013
<b>Agencia Ejecutora:</b> ROADS DEPARTMENT OF THE MINISTRY OF RD AND INFRASTRUCTURE		<b>Responsable del proyecto en el BM:</b> Marteau, Jean-Francois			
<p>The objective of the Kakheti Regional Roads Improvement Project for Georgia is to reduce transport costs and improve access and traffic safety for the Kakheti regional roads. There are three components to the project. The first component of the project is improvement of the road linking Vaziani, Gombori, and Telavi. This component will improve the road linking Vaziani, Gombori, and Telavi including: (i) rehabilitation and/or reconstruction of the pavement; (ii) minor realignment to the existing road; (iii) repairing the bridge over the Iori river; (iv) protection works to prevent and/or mitigate landslides; (v) construction of surface drainage, culverts, and small bridges; (vi) construction of retaining walls; (vii) provision of safety barriers, road signs and markings; and (viii) relocation of utilities, through the carrying out of works and the provision of goods and consultants' services. The second component of the project is road safety improvement and institutional strengthening. This component will finance implementation of the following activities: (a) improving road safety along the Telavi-Gurjaani-Bakurtsikhe-Sagarejo-Vaziani road through the identification and design of required traffic safety improvement measures and the implementation of such improvement measures, through the carrying out of works and the provision of goods, consultants' services, and training; and (b) strengthening the capacity of the Roads Department (RD) regional office in Sagarejo to improve its operational efficiency in road management and maintenance through the provision of goods, consultants' services, and training. The third component of the project is project implementation. This component provides for institutional support to the RD and the Transport Reform and Rehabilitation Center (TRRC) for project implementation, audits, and monitoring and evaluation.</p>					

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Nombre	ID	Costo mill USD	Línea	Sector	Fecha de aprobación
<a href="#">EAST-WEST HIGHWAY IMPROVEMENT 3</a>	P112523	184.12	BIRF/AIF	Transporte (Caminos y carreteras) (98%)	10-SEP-2009
				Derecho, administración de justicia y administración pública (Administración pública - Transporte) (2%)	<b>Fecha de cierre</b>
					30-JUN-2013
<b>Agencia Ejecutora:</b> ROAD DEPARTMENT OF THE MINISTRY OF ECONOMIC DEVELOPMENT		<b>Responsable del proyecto en el BM:</b> Marteau, Jean-Francois			
<p>The objective of the Third East-West Highway Improvement Project for Georgia is: (I) to contribute to the gradual reduction of road transport costs and improve access, ease of transit, and road safety along the central part of the Borrowers East-West corridor; and (II) strengthen the capacity of the Roads Department and relevant government entities to plan and manage the road network and to improve road safety. Project has three components: (a) upgrading the existing E60 East-West Highway from Sveneti to Ruisi to a dual carriageway road; (b) institutional strengthening with a particular emphasis on road safety and improving the management of the road network; (c) support to project implementation entity.</p>					

Nombre	ID	Costo mill USD	Línea	Sector	Fecha de aprobación
<a href="#">Secondary and Local Roads Project: Additional Financing</a>	P114365	100	BIRF/AIF	Transporte (Caminos y carreteras) (95%)	19-MAR-2009
				Derecho, administración de justicia y administración pública (Administración pública - Transporte) (5%)	<b>Fecha de cierre</b>
					N/A
<b>Agencia Ejecutora:</b> ROADS DEPARTMENT OF THE MINISTRY OF ECONOMIC DEV.(RDMED)		<b>Responsable del proyecto en el BM:</b> Sulukhia, Tamar			
<p>This project paper provide additional financing (AF) to Georgia to scale up and restructure the Secondary and Local Roads Project (SLRP). The AF will help finance road rehabilitation for about 450 km of priority secondary and local roads throughout the country that currently are in poor condition. The restructuring will be undertaken to accommodate slight changes to the project development objectives (PDO) and the results framework to reflect changes in the policy and institutional environment for the roads sector in Georgia. The revised PDO includes improving the capacity of local governments for local network management and maintenance. The revised project objectives are to: (i) upgrade and rehabilitate the secondary and local roads networks; and (ii) increase Roads Department of the Ministry of Regional Development and Infrastructure (RDMRDI's) and local governments' capacity to manage the road network in a cost effective and sustainable manner.</p>					

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Nombre	ID	Costo mill USD	Línea	Sector	Fecha de aprobación
<a href="#">IDP COMMUNITY DEVT PROJECT</a>	P116534	2,21	Actividades realizadas por los receptores	Salud y otros servicios sociales (Otros servicios sociales) (100%)	17-MAR-2009
					<b>Fecha de cierre</b>
					31-MAR-2014
<b>Agencia Ejecutora:</b> MINISTRY OF REFUGEES AND ACCOMMODATIONS		<b>Responsable del proyecto en el BM:</b> De Berry, Joanna Peace			

Nombre	ID	Costo mill USD	Línea	Sector	Fecha de aprobación
<a href="#">Second East West Highway Improvement Additional Financing</a>	P107610	30	BIRF/AIF	Transporte (Caminos y carreteras) (100%)	30-OCT-2008
					<b>Fecha de cierre</b>
					N/A
<b>Agencia Ejecutora:</b> ROAD DIRECTORATE (RDMED)		<b>Responsable del proyecto en el BM:</b> Le Ber, Olivier P.			
<p>The objectives of the Second East-West Highway Improvement Project (SEWHIP) are (i) to contribute to the gradual reduction of road transport costs and improve ease of transit and safety along the central part of Georgia's East-West corridor through upgrading a segment of the East-West Highway from Tbilisi to Rikoti; and (ii) to strengthen the capacity of government agencies particularly Road Department of the Ministry of Economic Development (RDMED) to develop and implement a traffic safety program. The additional financing will contribute to cover a financing gap which was anticipated during the preparation of SEWHIP, due to limitations on the amount of International Development Association (IDA) funding which Georgia was able to access at that time. About 40 percent of the original credit has already been disbursed; the additional financing is needed during the first quarter of CY2009 to maintain the pace of implementation and achieve seamless disbursements.</p>					

Nombre	ID	Costo mill USD	Línea	Sector	Fecha de aprobación
<a href="#">Tbilisi city Development Strategy</a>	P114669	0,3	Actividades realizadas por los receptores	Derecho, administración de justicia y administración pública (Administración del gobierno subnacional) (100%)	06-OCT-2008
					<b>Fecha de cierre</b>
					31-DEC-2011
<b>Agencia Ejecutora:</b> MUNICIPAL DEV FUND OF GEORGIA AND WORLD BANK		<b>Responsable del proyecto en el BM:</b> Milroy, Kevin A.			

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Nombre	ID	Costo mill USD	Línea	Sector	Fecha de aprobación
<a href="#">REGIONAL &amp; MUNICIPAL INFRASTRUCTURE DEVELOPMENT PROJECT</a>	P110126	65,4	BIRF/AIF	Abastecimiento de agua, saneamiento y protección contra las inundaciones (Abastecimiento de agua) (30%)	02-OCT-2008
				Abastecimiento de agua, saneamiento y protección contra las inundaciones (Saneamiento) (20%)	<b>Fecha de cierre</b>
				Industria y comercio (Construcción de viviendas) (25%)	30-JUN-2013
				Derecho, administración de justicia y administración pública (Administración del gobierno subnacional) (5%)	
<b>Agencia Ejecutora:</b> GEORGIA MUNICIPAL DEVELOPMENT FUND		<b>Jefe de Equipo:</b> Eiweida, Ahmed A. R.			

The objective of the Regional and Municipal Infrastructure Development Project is to improve the efficiency and reliability of selected municipal infrastructure and service; and assist in restoring infrastructure, services and improving housing conditions of conflict-affected people in Georgia. There are three components to the project. The first component is the infrastructure investment. This component will provide the provision of financial resources to creditworthy Local Self Governments (LSGs) to finance investment subprojects for the rehabilitation and expansion of priority municipal services and infrastructure needs on a sustainable basis, through the carrying out of works and provision of goods and consultants' services. The second component is the emergency rehabilitation and construction. This component will provide the emergency rehabilitation of conflict damaged regional and municipal infrastructure and services, including public buildings and shelters and construction of durable housing, through the carrying out of works and provision of goods and consultants' services. The third component is the institutional development. This component will enhance the institutional capacity and performance of the ministry of finance, the municipal development fund, LSGs, and utilities to assist in the carrying out of programs for the development of capacity to discharge public services functions with economy and efficiency, through the provision of goods, consultants' services and training.

Nombre	ID	Costo mill USD	Línea	Sector	Fecha de aprobación
<a href="#">Second East-West Highway Improvement</a>	P094044	80	BIRF/AIF	Transporte (Caminos y carreteras) (98%)	18-DEC-2007
				Derecho, administración de justicia y administración pública (Administración del gobierno central) (2%)	<b>Fecha de cierre</b>
					29-FEB-2012
<b>Agencia Ejecutora:</b> ROAD DIRECTORATE (RD MED)		<b>Responsable del proyecto en el BM:</b> Marteau, Jean-Francois			

The objectives of the Second East-West Highway Improvement Project (SEWHIP) are (i) to contribute to the gradual reduction of road transport costs and improve ease of transit and safety along the central part of Georgia's East-West corridor through upgrading a segment of the East-West Highway from Tbilisi to Rikoti; and (ii) to strengthen the capacity of government agencies particularly Road Department of the Ministry of Economic Development (RD MED) to develop and implement a traffic safety program. The additional financing will contribute to cover a financing gap which was anticipated during the preparation of SEWHIP, due to limitations on the amount of International Development Association (IDA) funding which Georgia was able to access at that time. About 40 percent of the original credit has

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already been disbursed; the additional financing is needed during the first quarter of CY2009 to maintain the pace of implementation and achieve seamless disbursements.

Nombre	ID	Costo mill USD	Línea	Sector	Fecha de aprobación
<a href="#">HYDRO REHABILITATION</a>	P101625	3	Compensación de las emisiones de carbono	Energía y minería (Electricidad) (100%)	31-AUG-2007
					<b>Fecha de cierre</b>
					31-AUG-2007
<b>Agencia Ejecutora:</b> N/A		<b>Jefe de Equipo:</b> Melitauri, Joseph			

Nombre	ID	Costo mill USD	Línea	Sector	Fecha de aprobación
<a href="#">YOUTH DEVELOPMENT &amp; INCLUSION</a>	P101468	1,28	Actividades realizadas por los receptores	Salud y otros servicios sociales (Otros servicios sociales) (100%)	05-JUN-2007
					<b>Fecha de cierre</b>
					05-MAR-2012
<b>Agencia Ejecutora:</b> GEORGIA CHILDREN & YOUTH NATL CENTER, MINISTRY OF CULTURE		<b>Responsable del proyecto en el BM:</b>			

Nombre	ID	Costo mill USD	Línea	Sector	Fecha de aprobación
<a href="#">First East-West Highway Improvement</a>	P083110	28,34	BIRF/AIF	Transporte (Caminos y carreteras) (94%)	05-DEC-2006
				Transporte (Transporte en general) (3%)	<b>Fecha de cierre</b>
				Derecho, administración de justicia y administración pública (Administración del gobierno central) (2%)	30-JUN-2013
				Educación (Enseñanza terciaria) (1%)	
<b>Agencia Ejecutora:</b> ROADS DEPARTMENT (RD MED)		<b>Jefe de Equipo:</b> Marteau, Jean-Francois			
The First East-West Highway Improvement Project for Georgia aims to contribute to the gradual reduction of road transport costs and improve access, ease of transit, and safety along the central part of Georgia's East-West corridor.					

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The project consists of the following components: 1: This component comprises: (i) civil works for the upgrade from 2 to 4 lanes of a 13-km section of the E60 highway from Agaiani to Igoeti including the rehabilitation of the existing 2 lanes where necessary; and (ii) consultant services for the supervision of the works for this section. 2: This component comprises specialized consultancy studies, technical assistance, training, services, and equipment as needed to support the government, the Road Department of the Ministry of Economic Development, and local road construction industry to strengthen their capacities. 3: This component will fund consultant services for Transport Reform and Rehabilitation Center, project audits and will finance incremental operational costs to support implementation of the project.

Nombre	ID	Costo mill USD	Línea	Sector	Fecha de aprobación
<a href="#">Education System Realignment &amp; Strengthening Program (APL #2)</a>	P098217	23.73	BIRF/AIF	Derecho, administración de justicia y administración pública (Administración del gobierno central) (50%)	15-NOV-2006
				Educación (Enseñanza primaria) (20%)	<b>Fecha de cierre</b>
				Educación (Enseñanza secundaria) (20%)	31-DEC-2010
				Educación (Enseñanza terciaria) (10%)	

**Agencia Ejecutora:** MINISTRY OF EDUCATION AND SCIENCE

**Responsable del proyecto en el BM:** Mulatu, Meskerem

The objective of the Education System Realignment and Strengthening Project, the second phase of the Education System Realignment and Strengthening Program, is to increase the quality and efficiency of primary and secondary education in Georgia. The project has three components. The first component will support changes in curriculum content, teaching methodology, student assessment, initial teacher education and continued teacher professional development. This has two subcomponents: a) national curriculum and student assessment system development; and b) professional development of teachers. The second component will improve the school physical learning environment in schools in emergency conditions to complement the investments on improving the quality of the pedagogical learning environment and to demonstrate how the efficiency of the school network could be improved through the adoption of more efficient school building standards and through school consolidations. The third component will provide institutional support, project management, monitoring and evaluation.

Nombre	ID	Costo mill USD	Línea	Sector	Fecha de aprobación
<a href="#">Avian Influenza Control &amp; Human Pandemic Preparedness &amp; Response Project</a>	P099808	10,27	BIRF/AIF	Derecho, administración de justicia y administración pública (Administración pública en general) (41%)	31-MAY-2006
				Salud y otros servicios sociales (Salud) (34%)	<b>Fecha de cierre</b>
				Agricultura, pesca y silvicultura (Extensión e investigación agrícolas) (20%)	28-FEB-2011
				Salud y otros servicios sociales (Otros servicios sociales) (5%)	

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<b>Agencia Ejecutora:</b> MINISTRY OF AGRICULTURE; MINISTRY OF LABOR, HEALTH AND SOCI	<b>Responsable del proyecto en el BM:</b> Petrescu, Doina
<p>The Georgia Avian Influenza Control and Human Pandemic Preparedness and Response Project aims to minimize the threat posed to humans and the poultry industry in Georgia by the "Avian flu" and other communicable diseases that are transferable between humans and domestic poultry, and to prepare for, control, and respond to influenza pandemics and other infectious disease emergencies in humans. To achieve this, project support is in three areas: (1) prevention; (2) preparedness and planning; and (3) response and containment. There are three project components. Component 1 has three subcomponents that 1) strengthen the regulatory and institutional environment; develop detailed implementation guidelines and manuals as part of a national action and contingency plan; and establish a national compensation policy and fund; and strengthen disease monitoring and containment, diagnostic capacity and disease surveillance, and animal disease information systems; 2) enhance public health program planning and coordination, the national public health surveillance systems, and the health system response capacity; and 3) promote awareness and improve coordination to implement the contingency plans and the National "Avian flu" strategy.</p>	

Nombre	ID	Costo mill USD	Línea	Sector	Fecha de aprobación
<a href="#">Public Sector Financial Management Reform Support</a>	P063081	15	BIRF/AIF	Derecho, administración de justicia y administración pública (Administración del gobierno central) (100%)	16-FEB-2006
					<b>Fecha de cierre</b>
					01-MAR-2010
<b>Agencia Ejecutora:</b> MINISTRY OF FINANCE; PUBLIC SERVICE BUREAU; CHAMBER OF CONTR		<b>Responsable del proyecto en el BM:</b> Imnadze, Elene			
<p>The Public Sector Financial Management Reform Support Project will strengthen planning and budgeting capabilities through support to the Medium-Term Expenditure Framework (MTEF), introduce more effective systems for tracking the use of public resources through an expanded Treasury management system, improve management of the civil service size, composition and cost, and further increase accountability through strengthened external oversight capacities. The project components are: 1) the MTEF and Budget Management component, which builds on Government's strong commitment to improve its capacity to plan and budget strategically for the medium term, through further reform and development of budget planning and management functions in the Ministry of Finance (MoF) and line ministries. The main outcomes for this component are the establishment of the MTEF as the principal decision-making tool for linking budgetary resource allocations to Government policy objectives and program priorities, and, for ensuring greater budget predictability for line ministries; and, strengthening budget planning and management processes within the MoF and line ministries so that the budget is implemented consistent with the strategies and priorities identified in the MTEF; 2) the Treasury Reform and Budget Execution component, to support Treasury, especially leading accounting reform, cash management improvement, and Information Technology (IT) systems development, and, encourage accounting, cash and procurement improvement in the line ministries; 3) the Human Resources Management Information System component, will establish a mechanism to collect, process, and update comprehensive data on the size and composition of the civil service, establish an automated payroll for the civil service and ensure that the civil service wage bill is properly reflected in the budget and MTEF, and, to support decision-making on a feasible medium-term, civil service reform strategy that leads to improvements in performance of personnel management functions; and, 4) the Public Accountability and Oversight of Public Financial Management component will facilitate the strengthening of the Chamber of Control's operations, and structure, development and implementation of a training program on external auditing. Additionally, the component will help institutionalizing the budget process mechanisms within, and from the Executive that will enable public accountability.</p>					

Nombre	ID	Costo mill USD	Línea	Sector	Fecha de aprobación
<a href="#">Infrastructure Pre-Investment Facility</a>	P098850	5,9	BIRF/AIF	Energía y minería (Electricidad) (56%)	16-FEB-2006
					<b>Fecha de cierre</b>
					Transporte (Caminos y

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				carreteras) (35%) Transporte (Ferrocarriles) (9%)	30-SEP-2010
<b>Agencia Ejecutora:</b> (1)MINISTRY OF ENERGY; (2)MINISTRY OF ECONOMIC DEVELOPMENT			<b>Responsable del proyecto en el BM:</b> Hamso, Bjorn		
<p>The development objective of the Infrastructure Pre-Investment Facility (IPF) Project is to facilitate infrastructure investments of strategic importance and/or special complexity, through the mobilization of adequate implementation finance, particularly focusing on energy and transport sectors, consistent with the Government's investment priorities, and the Country Partnership Strategy (CPS) objectives. Specifically, the IPF Project will finance technical assistance (TA) to assess the feasibility and effectiveness of investments. The IPF comprises two components: 1) TA for Khudoni Hydropower project (HPP) preparation, to assess its technical, economic and financial viability, and to determine how the hydropower project development would proceed in compliance with appropriate environmental and social safeguards, prioritizing on Dam safety. Should the Khudoni HPP prove to be economically attractive (and otherwise feasible), financial analyses would be undertaken, and issues addressed concerning ownership and power sales. 2) TA for the preparation of transit corridor projects entails two subcomponents: a) TA for the preparation of the East- West Highway improvement, seeks to complete a feasibility study, preliminary design, and environmental assessment to upgrade the road from Natakhtari to Agaiani; b) TA for the preparation of other transit corridor projects shall be determined, dependent upon the availability of remaining funds, following satisfactory results of the above mentioned priority project components. Projects' selection criteria will focus on strategic importance, complexity, and merit.</p>					

Nombre	ID	Costo mill USD	Línea	Sector	Fecha de aprobación
<a href="#">Rural Development Project</a>	P078544	34,71	BIRF/AIF	Agricultura, pesca y silvicultura (Cultivos) (50%)	17-MAY-2005
				Industria y comercio (Agroindustria) (35%)	<b>Fecha de cierre</b>
				Derecho, administración de justicia y administración pública (Administración del gobierno central) (12%)	30-JUN-2011
				Agricultura, pesca y silvicultura (Extensión e investigación agrícolas) (3%)	
<b>Agencia Ejecutora:</b> PROJECT COORDINATION CENTER		<b>Responsable del proyecto en el BM:</b> Petrescu, Doina			
<p>The Rural Development Project for Georgia aims to develop the productivity and profitability of the private agriculture sector. The project has the following four components: Component 1) aims to support the efficient development of marketing/supply chains for commodities that have a demonstrated market potential, with the view to expand profitable domestic and export market opportunities. Component 2) will improve the capacity of Participating Financial Institutions (PFIs) to lend to the farmers, processors and agri-business enterprises involved in the marketing/supply chains of marketed agricultural commodities. This would be achieved by (a) providing them with additional capital for lending to private entities in the agricultural sector, particularly medium and long-term loans for investment, and (b) strengthening their capacity for sustainable rural lending. Component 3) will focus on specific, key legal and institutional reforms that impact directly on the competitiveness of Georgian agriculture and the safety and marketability of its products and enable Georgia to meet its international sanitary and phytosanitary obligations. Component 4) the Project Coordination Center (PCC) or its agreed successor will be responsible for all aspects of project administration, including overall project oversight, technical assistance, goods and materials procurement, and financial control. The day-to-day management of the project will be with the technical Project Implementation Unit (PIU) within the PCC or its agreed successor.</p>					

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Nombre	ID	Costo mill USD	Línea	Sector	Fecha de aprobación
<a href="#">Supplemental Credit to Electricity Market Support Project</a>	P088911	9,1	BIRF/AIF	Energía y minería (Electricidad) (100%)	24-JUN-2004
					<b>Fecha de cierre</b>
					N/A
<b>Agencia Ejecutora:</b> GEORGIAN STATE ELECTROSYSTEM		<b>Responsable del proyecto en el BM:</b> Hamso, Bjorn			
<p>This Supplemental Credit to the Electricity Market Support Project, will fund electricity wholesale metering and the related systems upgrade, including substations equipment for the Georgia State Electro-system (GSE), and the extended financing of the management contract with ESB International (Ireland). The power sector in Georgia is currently facing severe financial challenges, unable to generate investment funds from its own resources, and unable to secure external funding sources. The supplemental credit, combined with other efforts, will allow the payment of salaries and taxes, and undertaking a minimal transmission system maintenance. However, initiatives under this supplemental operation do not address the risks of systemic collapse of the transmission grid. To this end, risks mitigation will prod Government commitments to sector rehabilitation, through conditionalities in future structural adjustment operations.</p>					

Nombre	ID	Costo mill USD	Línea	Sector	Fecha de aprobación
<a href="#">Secondary &amp; Local Roads Project</a>	P086277	27,44	BIRF/AIF	Transporte (Caminos y carreteras) (96%)	24-JUN-2004
					<b>Fecha de cierre</b>
					31-OCT-2011
<b>Agencia Ejecutora:</b> GEORGIA ROADS DEPARTMENT (GRD)		<b>Responsable del proyecto en el BM:</b> Sulukhia, Tamar			
<p>The Restructuring Secondary and Local Roads Project in Georgia will cover the rehabilitation of only about 250 kms of local and secondary roads, at higher standards, compared to 500 to 750 km as defined at appraisal. This departs from the earlier strategy of low cost emergency rehabilitation under a limited budget adopted at the time the Project was prepared with the previous administration. The up-front costs are higher (though still economically justified), while prospects for sustainability are much better. Other factors have also increased the costs for road rehabilitation by about 25 percent, including an increase in the cost of bitumen, and further deterioration of targeted road sections/network. The Project Development Objectives will remain unchanged, and this adjustment does not modify the environmental or social impact of the Project.</p>					

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Nombre	ID	Costo mill USD	Línea	Sector	Fecha de aprobación
<a href="#">Health Sector Development Project</a>	P040555	24,76	BIRF/AIF	Salud y otros servicios sociales (Salud) (80%)	01-AUG-2002
				Derecho, administración de justicia y administración pública (Administración del gobierno central) (15%)	<b>Fecha de cierre</b>
				Derecho, administración de justicia y administración pública (Financiamiento obligatorio de la salud) (5%)	31-DEC-2010

**Agencia Ejecutora:** MINISTRY OF LABOR, HEALTH AND SOCIAL AFFAIRS

**Responsable del proyecto en el BM:** Marquez, Patricio V.

The Primary Health Care Development Project aims to improve the coverage and utilization of quality primary health care (PHC) based on the model of family medicine/general practice, with an emphasis on reaching the poor and disadvantages. The project is an integral part of the Government of Georgia's health sector strategy and builds upon the investments in preventive health care supported through the Bank-funded First Health Project. The project consists of three components. First, the PHC service delivery component will support a two-phased development of PHC services in urban and rural areas through rehabilitation of facilities and provision of basic medical and office equipment. It will establish PHC clinics and referral laboratories, conduct a PHC referral pilot, and enhance community-based information, education, and communication. Second, the institutional development component will support capacity building and institutional development training, policy framework, and regulatory environment of PHC. It will also support the management of PHC services through an integrated health management information system. Third, the project management support component will support project implementation.

Nombre	ID	Costo mill USD	Línea	Sector	Fecha de aprobación
<a href="#">Electricity Market Support Project</a>	P054886	56,57	BIRF/AIF	Energía y minería (Electricidad) (100%)	03-MAY-2001
					<b>Fecha de cierre</b>
					31-MAR-2010

**Agencia Ejecutora:** GEORGIAN STATE ELECTROSYSTEM, WEM, MOF&E

**Responsable del proyecto en el BM:** Hamso, Bjorn

The Electricity Market Support Project will improve the efficiency of electricity supply, and the financial, and corporate management in the wholesale electricity market (WEM). The components include: 1) installation of energy meters in the transmission network, which will enable the recording of active, and reactive electricity flows in both directions, a flexible tariff structure, sensitive to time, and use, as well as local data storage, remote reading, and downloading. The metering system will support market arrangements from bilateral contracts, to short-term spot markets, based on competitive bidding; 2) hardware/software installation, to enable real time acquisition of operational information from power stations, and transmission system substations. Analysis, and monitoring at the National Dispatch Center will control dispatch of the power plants, load centers, and transmission system, which includes remote terminal units, and local data acquisition equipment, integrated into a supervisory control, and data acquisition (SCADA) system, and an energy management system (EMS); 3) installation of communications equipment - fiber optics, power line carriers, and radio systems - to serve the communication needs of the metering, dispatch, and control systems; 4) rehabilitation of selected transmission substations, as well as an environmental management plan; 5) supply, and installation of computerized management information systems; 6) management contracts, will effectively manage the companies, and the WEM, through internal restructuring, business planning, and financial management; and, 7) consultants' engineering design, procurement, and project implementation.

### 3. PROYECTOS ACTIVOS DEL SECTOR PRIVADO EN GEORGIA

Nombre	ID	Sector
<b>Bog III</b>	27173	Finance & Insurance
<b>Descripción</b>		
<p>The proposed project consists of a package of convertible and non-convertible subordinated loans and senior loans of up to \$100 million which is designed to support the Bank of Georgia's (the "Bank") regulatory capital and provide it with the necessary funding to continue its lending to its key client bases of small and medium sized enterprises ("SMEs") and retail borrowers</p>		

Nombre	ID	Sector
<b>Bank Republic - Housing Loan and Subordinated Debt</b>	27154	Finance & Insurance
<b>Descripción</b>		
<p>Bank Republic (the Bank), an existing IFC Client, is one of the leading banks in Georgia, serving small and medium enterprises and retail customers. Member of the Societe Generale Group, Bank Republic is one of the Georgia's oldest privately owned banks, founded in 1991. Bank Republic is very active in mortgage credit market, in consumer finance segment and is well represented in micro financing, providing considerable assistance to small entrepreneurs not only in Tbilisi, but throughout Georgia. As of March 31, 2008, the Bank's total assets reached 599 million Georgian Lari (\$405 million equivalent), representing 7.3% of the total assets of the Georgian banking sector. Bank Republic's equity exceeded 80 million Georgian Lari (\$54 million equivalent) as the same date. The Bank holds 8.6% share of total deposits and 9.6% share of retail deposits in the country.</p> <p>The proposed transaction with Bank Republic includes the following:</p> <ul style="list-style-type: none"> <li>- subordinated Debt of \$7 million to support the Bank's capital base over the six years; and</li> <li>- a ten-year senior loan of \$15.0 million to finance the Bank's mortgage program.</li> </ul>		

Nombre	ID	Sector
<b>Rakeen Georgia</b>	26433	Global Manufacturing & Services
<b>Descripción</b>		
<p>Rakeen Development PJSC (Rakeen), a real-estate development company based in Ras Al Khaimah (RAK) in the United Arab Emirates (UAE) is embarking on a diversification of its business operations with its first investment in Georgia. The project is to develop a mixed-used commercial property consisting of a shopping mall and two office towers, at an estimated cost of \$255 million. The project will be located on a 7.3 ha site about 10 km from downtown Tbilisi, the capital city of Georgia. The project company to be established (Uptown Tbilisi) will sell each component of the project in a phased manner over a 4-5 year period. The proposed project in Georgia will be one of Rakeen's first green field venture outside UAE and will address the growing local demand for quality property developments fuelled by Georgia's strong economic performance in the past few years and rising income levels. The project is likely to be the first and largest mixed-use development in Georgia, and the development impact of quality business infrastructure (retail and office space) will be high.</p>		

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<b>Nombre</b>	<b>ID</b>	<b>Sector</b>
<b>TBC Bank</b>	26802	Finance & Insurance
<b>Descripción</b>		
<p>IFC is a shareholder of TBC Bank (TBC or the Bank), Georgia's second-largest with over \$1 billion in total assets. This project (involving a potential IFC investment of up to \$70 million) presents a significant opportunity for IFC to help ensure TBC's more sustainable growth and, indirectly, support the development of the banking system in Georgia.</p>		

<b>Nombre</b>	<b>ID</b>	<b>Sector</b>
<b>Bank Republic</b>	25704	Finance & Insurance
<b>Descripción</b>		
<p>Bank Republic (BR or the Bank) was founded in 1991, when Georgia was making its first steps towards democracy and free market economy by a group of private entrepreneurs and companies from aviation, transport, telecom, and energy sectors. Since inception, the Bank has focused on corporate banking including large state-owned and private companies of strategic importance to Georgia. Acquisitions of two smaller local banks in 1995-96 contributed to the Bank's growth of assets and resource base. In 1996, the Bank's first international audit was performed by KPMG. In 2002-2003 BR broadened its product range by adding retail banking, which is now the second major business line for the Bank.</p>		

<b>Nombre</b>	<b>ID</b>	<b>Sector</b>
<b>Tbilisi Airport</b>	24628	Transportation And Warehousing
<b>Descripción</b>		
<p>TAV Urban Georgia LLC ("TAV Georgia") holds a 11.5-year concession (from January 2006) from the Tbilisi International Airport Joint Stock Company to design, finance, construct, maintain, and operate the Tbilisi International Airport ("TIA"). TAV Georgia has the option to extend the concession period by an additional five years by designing, constructing and financing but not operating the upgrade of the Batumi International Airport for approximately \$15 million.</p>		

<b>Nombre</b>	<b>ID</b>	<b>Sector</b>
<b>TBC IV</b>	24421	Finance & Insurance
<b>Descripción</b>		
<p>The project is to purchase approximately 21.7% of TBC Bank's shares (the "Bank") from Messrs Badri Japaridze and Mamuka Khazaradze, the founding shareholders of the Bank (the "Georgian Shareholders"), for up to US\$8.5 million. IFC will retain 3.1% of the Bank's shares for its long term holdings and will grant the Georgian Shareholders an option to repurchase the remainder of the shares over a 4 year time period. The project will increase IFC's direct shareholding in the Bank and will enable the Georgian Shareholders to purchase additional shares from a financial investor which has chosen to exit the Bank.</p>		

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<b>Nombre</b>	<b>ID</b>	<b>Sector</b>
<b>TBC Leasing</b>	24057	Finance & Insurance
<b>Descripción</b>		
<p>The project is to provide a senior loan of up to \$3 million to TBC Leasing or the company, a leasing company established and fully owned by JSC TBC Bank (the Bank), one of Georgia's leading commercial banks and an IFC client since 1998. Proceeds of the IFC loan would be used to expand the company's leasing operations with small and medium sized companies and entrepreneurs in Georgia. This would be the first IFC loan provided to TBC Leasing and to a Georgian company operating in the leasing sector.</p>		

<b>Nombre</b>	<b>ID</b>	<b>Sector</b>
<b>TBC Bank III</b>	20718	Finance & Insurance
<b>Descripción</b>		
<p>The project is to provide a subordinated loan of \$4 million to support the Tier II Capital of TBC Bank (the Bank, TBC, or the company), one of Georgia's leading banks. The subordinated loan will serve three important purposes:</p> <ul style="list-style-type: none"> <li>- provide capital support to a leading Georgian bank which will allow for continued growth in lending activities to SMEs and individuals;</li> <li>- provide TBC Bank with funding for longer term investments in its own infrastructure; and</li> <li>- introduce a new financial instrument to the Georgian banking sector by utilizing newly implemented capital adequacy regulations. Currently the Bank focuses on funding SMEs and trade finance projects in addition to doing business with multinational companies, embassies and NGOs.</li> </ul>		

<b>Nombre</b>	<b>ID</b>	<b>Sector</b>
<b>BOG II</b>	20717	Finance & Insurance
<b>Descripción</b>		
<p>The project is to provide a credit line of up to \$5 million to the Bank of Georgia (BoG or the bank) for onlending for acquisition, improvement, construction or upgrading of both residential homes and small commercial properties. The credit line will also be made available for onlending to SMEs for working capital and investment purposes. The bank has identified demand for credit by SMEs outside of Tbilisi, where borrowers have very little access to formal financial services. This project is IFC's second with the Bank of Georgia and will build on the success of a similar credit line extended three years ago. In April 2000, IFC signed a \$3 million credit line with the bank, which was used to finance the acquisition, construction and improvement of both commercial and residential real property. This was the first time in Georgia's history that a credit line was targeted directly at mortgage financing, and satisfied a demand to expand and improve the existing housing stock.</p>		

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<b>Nombre</b>	<b>ID</b>	<b>Sector</b>
<b>bilComBank Joint Stock Commercial Bank of Tbilisi</b>	9322	Finance & Insurance
<b>Descripción</b>		
<p>The project involves providing a credit line to TbilComBank to support the development of its commercial lending business. Proceeds of the credit line would be used for onlending to private Georgian enterprises for trade finance, working capital and project finance. TbilComBank would be responsible for identifying, appraising and supervising sub-projects under the proposed IFC credit line and would also bear the credit risk. This would be the first non-government-guaranteed credit line to TbilComBank from an international financial institution. IFC's credit line would be combined with a donor funded advisor to TbilComBank to provide assistance with: (i) marketing and client identification; (ii) loan analysis and monitoring; (iii) portfolio grading; and (iv) problem loan workout.</p>		

<b>Nombre</b>	<b>ID</b>	<b>Sector</b>
<b>Ksani Glass Factory</b>	8546	Nonmetallic Mineral Product Manufacturing
<b>Descripción</b>		
<p>The project will be sponsored and 61% owned by Sisekam, a leading Turkish glass producer with annual revenues in excess of US\$1 billion equivalent. IFC and EBRD will each hold 15% share in the project. The Georgian government will retain 8% ownership.</p>		

<b>Nombre</b>	<b>ID</b>	<b>Sector</b>
<b>TBC Bank Credit Line</b>	8741	Finance & Insurance
<b>Descripción</b>		
<p>The project involves providing a credit line to TBC Bank to support the development of its medium term lending business. Proceeds of the credit line would be used for onlending to private Georgian enterprises for trade finance, working capital, and project finance. This would be the first line of credit to a majority Georgian-owned bank without a government guarantee. TBC Bank would be responsible for identifying, appraising and supervising sub-projects, and would also bear the credit risk of the sub-projects. IFC will seek to mobilize donor assistance to fund an advisor to the Bank, to provide assistance with (i) marketing and client identification; (ii) loan analysis and monitoring; (iii) portfolio grading and (iv) problem loan workout.</p>		

# ADJUDICACIONES DE CONTRATOS

## 1. ADJUDICACIONES A EMPRESAS ESPAÑOLAS

<b>Contrato:</b> ADV & GIVE PROF SUPP TO ALL TASKS; PROV INFO ON EDU LIT; TRAIN PEOPLE		
<b>Nombre del proyecto:</b> Education System Realignment & Strengthening Program (APL #1) <b>Sector(es) del proyecto:</b> Central government administration; Primary education; Secondary education; Tertiary education; Sub-national government administration; Central government administration <b>Número del préstamo/crédito:</b> 34740	<b>Monto total del contrato:</b> 0.057 MILL USD <b>Grupo de adquisiciones:</b> Consultants <b>Método de adquisición:</b> Single Source Selection <b>Tipo de adquisición:</b> Training Services <b>Fecha de inicio de la licitación:</b> N/A <b>Fecha de firma:</b> 25-SEP-2002	
<b>Contratista:</b>	<b>Monto del contrato:</b>	<b>País del contratista:</b>
UNIVERSITY OF BARCELONA	0.057	España

<b>Contrato:</b> DEVELOPING A MECHANISM TO MONITOR GOVERNANCE REFORM		
<b>Nombre del proyecto:</b> Public Sector Financial Management Reform Support <b>Sector(es) del proyecto:</b> Central government administration <b>Número del préstamo/crédito:</b> H2050	<b>Monto total del contrato:</b> 0.026 MILL USD <b>Grupo de adquisiciones:</b> Consultants <b>Método de adquisición:</b> Individual <b>Tipo de adquisición:</b> Policy and Strategy <b>Fecha de inicio de la licitación:</b> N/A <b>Fecha de firma:</b> 01-FEB-2006	
<b>Contratista:</b>	<b>Monto del contrato:</b>	<b>País del contratista:</b>
PABLO ZOIDO	0.026	España

<b>Contrato:</b> PREP. OF DETAILED DESIGN&SBDS FOR UPGRADING IGOETI-SVANETI ROAD SECTION		
<b>Nombre del proyecto:</b> <a href="#">Infrastructure Pre-Investment Facility</a> <b>Sector(es) del proyecto:</b> Power; Roads and highways; Railways <b>Número del préstamo/crédito:</b> H2040	<b>Monto total del contrato:</b> 0.968 <b>Grupo de adquisiciones:</b> Consultants <b>Método de adquisición:</b> Quality And Cost-Based Selection <b>Tipo de adquisición:</b> Feasibility Studies <b>Fecha de inicio de la licitación:</b> 18-DEC-2006 <b>Fecha de firma:</b> 28-FEB-2007	
<b>Contratista:</b>	<b>Monto del contrato:</b>	<b>País del contratista:</b>
INOCSA, INGENIERIA, S.L.	0.968	España

GEORGIA. OPORTUNIDADES DE NEGOCIO CON EL BANCO MUNDIAL

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<b>Contrato:</b> REPARATION OF ENGINEERING DESIGNS, COST ESTIMATES AND BIDDING DOCUMENTS FOR WORKS CONTRACTS FOR 2006-2009 ROADS REHAB. PROGRAM		
<b>Nombre del proyecto:</b> Secondary & Local Roads Project <b>Sector(es) del proyecto:</b> Roads and highways; Central government administration <b>Número del préstamo/crédito:</b> 39380	<b>Monto total del contrato:</b> 1.027 MILL USD <b>Grupo de adquisiciones:</b> Consultants <b>Método de adquisición:</b> Quality And Cost-Based Selection <b>Tipo de adquisición:</b> Feasibility Studies <b>Fecha de inicio de la licitación:</b> 01-AUG-2005 <b>Fecha de firma:</b> 10-JAN-2006	
<b>Contratista:</b>	<b>Monto del contrato:</b>	<b>País del contratista:</b>
INOCSA, INGENIERIA, S.L.	1.027	España

## 2. ADJUDICACIONES A EMPRESAS LOCALES EN GEORGIA

Existen un total de 121 contratos adjudicados a empresas Georgianas durante el ejercicio fiscal 2009, por un valor total de 67,8 Millones de USD.

En **contratos de obras** adjudicados, las empresas georgianas más destacadas fueron:

Empresa	Contratos Adjudicados	Proyecto	Sector	Cantidad (USD)
AXISI	CONSTRUCTION OF 100 IDP HOUSES IN AKHALSOPELI (KARELI)	P110126	Derecho y adm. pública	95.987
		P110126	Transportes	383.947
		P110126	Agua/Saneamiento/Protección inundaciones	959.867
		P110126	Industria y comercio	479.933
ARQEOPOLIS	Rehabilitation works of Abasha-martvili road section (km 0+0)	P086277	Transportes	2.167.198
JSC KAVKASAVTO MAGISTRALI	REHABILITATION OF KASPI-AKHALKALAKI ROAD SECTION (KM 0+500	P086277	Transportes	1.460.471
	REHABILITATION WORKS OF AKHMETA-PHAVELI-NINIGORI ROAD SECTIO	P086277	Transportes	4.369.933
JSC MONOLITMSHE NI	Construction of new buildings for the Village Vaziani Public	P098217	Educación	975.609
LAZO INVEST	CONSTRUCTION OF 134 IDP HOUSES IN BERBUKI (GORI)	45160	Derecho y adm. pública	124.768
		45160	Transportes	499.071
		45160	Agua/Saneamiento/Protección inundaciones	1.247.677
		45160	Industria y comercio	623.839
LTD SERPANTINI	AKHMETA-TELAVI km.0+000-km.16+800; km.25+000-km.30+200 roa	39380	Transportes	3.413.382
	REHABILITATION OF KM16+800+KM25+000 AND KM30+200-KM33+000 SE	39380	Transportes	1.151.388

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Empresa	Contratos Adjudicados	Proyecto	Sector	Cantidad (USD)
NOLA	GULLY CONTROL WITHIN ZONE OF KVEMO ALAZANI IRRIGATION SCHEME	P055068	Agriculture	557.551
		P055068	Derecho y adm. pública	456.178
	CONSTRUCTION OF 86 IDP HOUSES IN SKRA (GORI)	P110126	Derecho y adm. pública	81.065
		P110126	Transportes	324.262
		P110126	Agua/Saneamiento/Protección inundaciones	810.654
		P110126	Industria y comercio	405.327
PLANETA	CONSTRUCTION OF 89 IDP HOUSES FOR IN TELIANI AND METEKHI	P110126	Derecho y adm. pública	82.869
		P110126	Transportes	331.478
		P110126	Agua/Saneamiento/Protección inundaciones	828.695
		P110126	Industria y comercio	414.347
GRUSIA LTD	CONSTRUCTION OF VILLAGE JUGAANI SCHOOL, SIGNAGHI DISTR.	P098217	Educación	1.342.338
SAMSHENBLO TRESTI	CONSTRUCTION OF 100 IDP HOUSES IN KHURVALETI (GORI)	P110126	Derecho y adm. pública	94.765
		P110126	Transportes	379.062
		P110126	Agua/Saneamiento/Protección inundaciones	947.654
		P110126	Industria y comercio	473.827
TSEKURI LTD	REHABILITATION WORKS OF KAVTISKHEVI-KASPI ROAD SECTION (KM 0	P086277	Transportes	1.385.901
	Rehabilitation of KUTAISI-TSKALTUBO-TSAGERI-LENTEKHI-LASDIL	P086277	Transportes	2.839.937
	Rehabilitation of Roads of Rustavi City	P110126	Transportes	746.290
		P110126	Agua/Saneam./Prot. Inundac.	746.290
'JSC INZHMSHENI	CONSTRUCTION OF 100 IDP HOUSES IN MOKHISI (KARELI)	P110126	Derecho y adm. pública	54.322
		P110126	Transportes	217.289
		P110126	Agua/Saneamiento/Protección inundaciones	543.222
		P110126	Industria y comercio	271.611

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Empresa	Contratos Adjudicados	Proyecto	Sector	Cantidad (USD)
ZUGDIDI ROAD MANAGEMENT	Rehabilitation of KAKHATI-KOKI-ORSANTIA	P086277	Transportes	865.174
NEW ENERGY	Construction of new building for the Village Chkhari	P098217	Educación	2.072.411
AVTOBANI	REHABILITATION WORKS OF LOCAL ROAD MATKHOJI-GORDI-KINCHKHA	P086277	Transportes	674.565
JSC TRANSM SHENI	CONSTRUCTION OF NEW BUILDING FOR VILLAGE TADZRISI SCHOOL, BO	P098217	Educación	2.801.669

En cuanto a la adjudicación de **contratos de servicios de consultoría** a empresas locales de Georgia destacaron en 2009:

Empresa	Contrato	Proyecto	Sector	Cantidad (USD)
DELOITTE & TOUCHE	Consultant Services	P063081	Derecho y adm. pública	44.828
	Consultant Services	P105255	Derecho y adm. pública	5.674
	Consultant Services	P105255	Salud y servicios sociales	2.837
	Consultant Services	P054886	Energías	119.242
	Consultant Services	P105255	Energías	2.837
	Consultant Services	P105255	Industria y comercio	2.837

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<b>Empresa</b>	<b>Contrato</b>	<b>Proyecto</b>	<b>Sector</b>	<b>Cantidad (USD)</b>
<b>KONGARI</b>	<b>Consultant Services</b>	<b>P110126</b>	<b>Derecho y adm. pública</b>	11.368
	<b>Consultant Services</b>	<b>P110126</b>	<b>Transportes</b>	45.474
	<b>Consultant Services</b>	<b>P110126</b>	<b>Agua/Saneamiento/Protecc. inundaciones</b>	113.684
	<b>Consultant Services</b>	<b>P110126</b>	<b>Industria y comercio</b>	56.842
<b>ROADS REHABILITATION AND MODERNIZATION SUPERVISION DIRECTION</b>	<b>Consultant Services</b>	<b>P086277</b>	<b>Transportes</b>	2.705.504
<b>GUTIDZE DAMENIA CHANTLADZE SOLUTIONS</b>	<b>Consultant Services</b>	<b>P063081</b>	<b>Derecho y adm. pública</b>	178.413

Por último, en lo referente a contratos de bienes en Georgia sólo se adjudicaron 6 en el año fiscal 2009, de los cuales el único con importe relevante es el siguiente:

<b>Empresa</b>	<b>Contrato</b>	<b>Proyecto</b>	<b>Sector</b>	<b>Cantidad (USD)</b>
<b>SENA AUTO</b>	<b>DIESEL ENGINE, 4X4 DUAL CAB PICK-UP WITH MANUAL TRANSMISSION (AVIAN FLU – GE)</b>	<b>P099808</b>	<b>Agricultura</b>	740.250

# IV. CONTACTOS DE INTERÉS

## **BANCO MUNDIAL**

### **Sección Georgia BM Washington**

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### **ICEX Servicios Centrales**

Las empresas españolas interesadas en proyectos de desarrollo del BM en Georgia y que precisen de apoyo, podrán ponerse en contacto con los Servicios centrales del ICEX, así como con el Departamento de Financiación Multilateral.

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