



**ASIAN INFRASTRUCTURE
INVESTMENT BANK**

2023 Corporate Procurement Annual Report

March 2024

Executive Summary

2023 Contract Overview

- The total value of the Asian Infrastructure Investment Bank's (AIIB) corporate procurement contracts in 2023 was USD**109,445,830**, which is 35 percent higher than in 2022 and in 2021. A total of 877 contracts¹ were signed in 2023 compared to 675 contracts in 2022 and 606 contracts in 2021.
- The procurement category with the largest expenditure was General Services, accounting for 53 percent of the total contract value, followed by Consulting Services at 28 percent, Goods at 17 percent and Works at 2 percent.
- AIIB procures goods, works and services, including consulting services, through competition or direct selection. Competitive procurement represents 62 percent of the total contract value.
- Aside from regular one-off and multiyear contracts, AIIB executed 12 framework agreements for the long-term supply of strategic goods and general services.

2023 Corporate Procurement Activities

- AIIB's Corporate Procurement Unit was restructured to the Corporate Procurement Division (CPD) in December 2023.
- Amendments to the Directive on Corporate Procurement and the Terms of Reference for the Corporate Procurement Committee have been proposed for consideration to improve overall corporate procurement efficiency.
- The annual planning report on Outsourcing Services was issued.
- In total, 877 contracts were signed to support AIIB's investment operations and meet the Bank's corporate requirements for goods, works, general services and consulting services using the Bank's administrative and capital budget.
- External and internal audits on Financial Reporting were completed with no major findings.
- Enhancements to eProcurement systems to streamline procurement procedures were implemented, including 41 enhancements to the Ariba system for recruitment of firms and 25 enhancements to the Fieldglass system for recruitment of individual consultants.

¹ Includes contract amendments.

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1. Introduction

The Annual Corporate Procurement Report provides an overview of AIIB’s procurement of goods, works and services (including consulting services) required by AIIB to fulfill its institutional requirements using the Bank’s administrative budget, capital expenditure budget and other funding sources administered by AIIB.

This report was prepared by the CPD of the Facilities and Administration Services Department (FAS). CPD exercises AIIB’s corporate procurement function and ensures compliance with the Bank’s Policy on Corporate Procurement.

This report includes statistics on: (i) AIIB’s Corporate Procurement contract values by categories, (ii) top 10 contracts by value, (iii) procurement methods, (iv) global procurement and (v) engagement of individual consultants.

2. Corporate Procurement Contract Value

Based on AIIB’s administrative and operational requirements, the total corporate procurement contract value in 2023 was **USD109,445,830**. Comparisons with the total corporate procurement contract value in 2021- 2023 are shown in the charts below:

Chart 1: Total Number and Value of Contracts, 2021-2023

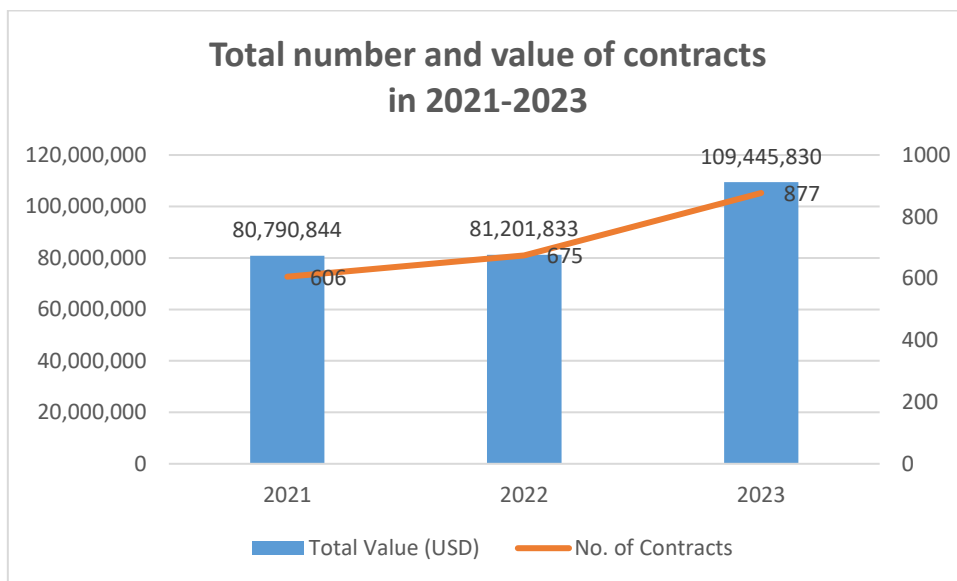


Chart 2: 2023 Contract Value by Procurement Category

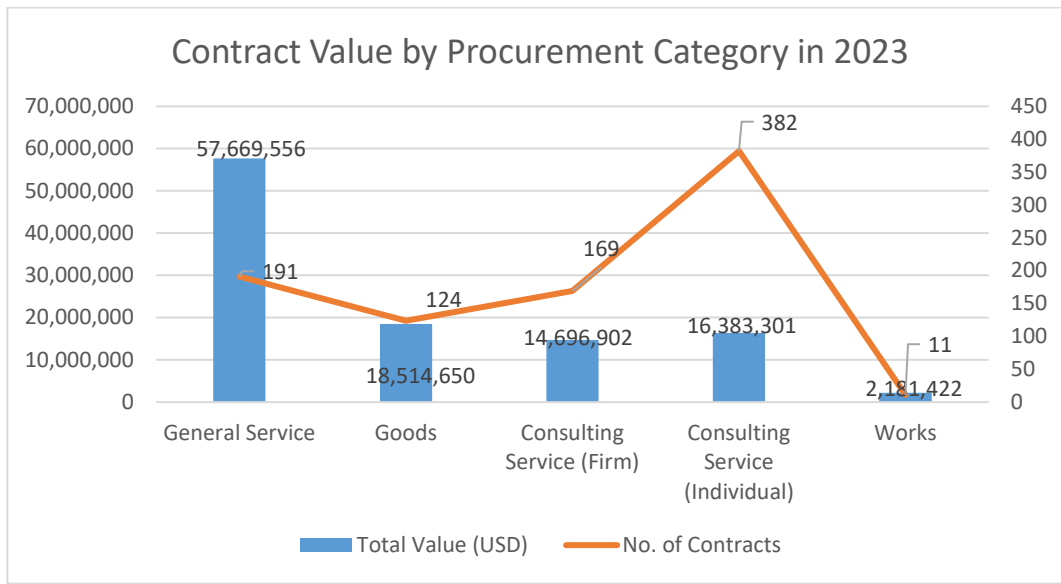
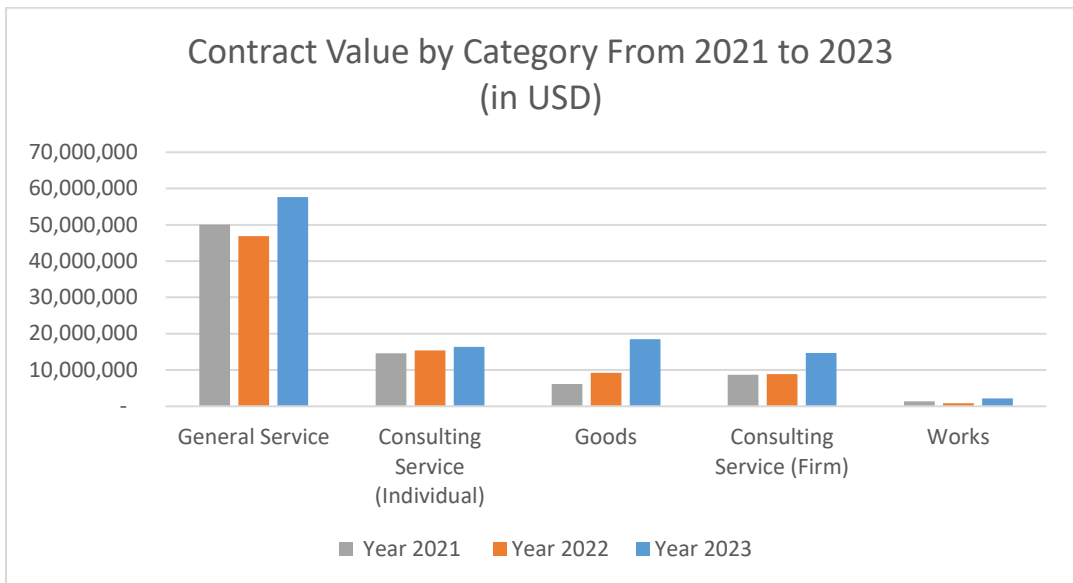


Chart 3: Contract Value by Category From 2021 to 2023 (in USD)



There was a relatively significant increase in the value of procurement of goods and consulting firms in 2023 compared with 2022. The increase is attributed to several large multiyear contracts such as the renewal of Microsoft Licenses and Standard and Poor Risk Data Services, Designated Network Leasing, Project Management Consultancy, IT Strategic Planning, Legal Advice, KYC Outsourcing Services, etc.

3. Top 10 Contracts by Value

The top 10 contracts accounted for 37 percent of the total contract value (excluding individual consultant contracts), presented in the table below:

Table 1: Top 10 Contracts by Value

Rank	Procurement Category	Contract	Total Value (USD)
1	General Service	Premises Security Service	9,511,366
2	General Service	Facilities Management Services for AIIB Headquarters and Tianjin Office	4,781,174
3	General Service	Applications Enhancement Support	4,462,722
4	Goods	Microsoft Licenses Subscription	3,446,144
5	General Service	Renewal of Loan Processing Services (iLap)	3,350,000
6	General Service	Permanent Headquarters and Tianjin Office Building Property Management and Corporate Service	2,427,596
7	Goods	Subscription to Standard and Poor's Risk Data Services	2,317,091
8	General Service	Credit and Investment Training Program	1,650,000
9	Goods	Subscription to AIIB Designated Network Leasing Line Services	1,461,404
10	Consulting Service	AIIB HQ Phase II Project Management Consultancy Service	1,440,771

Note: Includes standalone contracts, contract amendments and sub-agreements issued in 2023.

Table 2: Framework Agreements Established in 2023

No.	Procurement Category	Description
1	General Service	2023 AIIB Life and ADD Insurance
2	General Service	2023 AIIB Medical Insurance Plan
3	General Service	2023 MCDF Life and ADD Insurance
4	General Service	2023 MCDF Medical Insurance Plan
5	General Service	Executive Coaching Services
6	General Service	Green Electricity Trading Entrustment Agreement
7	General Service	IT Equipment and Related Services for Interim Operational Hub
8	General Service	Recruitment Services
9	Goods	Bank Souvenir
10	Goods	Multi-function Displays and Services
11	Goods	Purchasing Multi-function Display and Services
12	Goods	Zoom five-year Subscription

4. Procurement Methods for Corporate Vendors

A total of 140 contracts and 52 contract amendments, representing 61 percent of the total contract value, were procured through competition. Meanwhile, 245 contracts and 58 contract amendments (representing the remaining 39 percent of the total contract value) were procured through direct selection, in accordance with the AIIB Directive on Corporate Procurement.

Table 3: Procurement Methods for Corporate Vendors (in USD)

Procurement Method	No. of Contracts	Contract Value (USD)	No. of Contract Amendments	Contract Amendments Value (USD)	Percentage (by total value)
Competition	140	51,568,120	52	5,016,534	61%
Direct Selection (>USD 70K)	77	24,094,668	8	5,673,784	32%
Direct Selection (<=USD 70K)	168	6,298,488	50	410,934	7%
Grand Total	385	81,961,276	110	11,101,253	100%

5. Global Procurement

AIIB's Procurement Policy allows the Bank to procure goods, works, general services and consulting services from any country and region unless AIIB's Board of Directors decides otherwise. To implement the policy, AIIB provides an online facility for advertising business opportunities for goods and services, including consulting services.

The top five supplier countries and regions (where their global head offices are registered) are China (52 percent); the United States (19 percent); the United Kingdom (8 percent); Germany (5 percent) and Hong Kong, China (4 percent). The top five represent 88 percent of the total contract value of suppliers.

International suppliers (encompassing foreign companies outside China and wholly owned foreign enterprises registered in China) primarily offered consulting services to support various aspects of project implementations. These services included project preparations, operational risk assessment, auditing and compliance-related services.

On the other hand, local suppliers predominantly provided general services, goods and works. These encompassed a wide range of offerings such as corporate services, training programs, security and building facility management, IT equipment and software, telecommunications services, catering services, event management and staff insurance and relocation settlement services.

6. Engagement of Individual Consultants

In 2023, individual consultants continued to play a significant role in supporting AIIB's operations. Departments with the highest spending on individual consultants were Strategy, Policy and Budget Department, Information Technology Department, Operational Services Department, the MCDF Secretariat and Infrastructure Investment Department (Region 1).

The total number of individual consultant contracts and contract amendments concluded in 2023 is 382, representing an 11-percent increase compared with 2022. The overall contracted commitment (including both consultants' remuneration and reimbursable expenses) reached USD16,383,301, a 7-percent increase compared with 2022. See Tables 4-7 for details.

Table 4: Total Number of Contracts and Contract Amounts

Year	2021	2022	2023
No. of Contracts	166	115	153
Contracts Amount (USD)	9,632,859	6,401,591	7,255,116

Table 5: Total Number of Contract Amendments and Contract Amendments' Amounts

Year	2021	2022	2023
No. of Contract Amendments	92	230	229
Contract Amendments Amount (USD)	4,953,944	8,959,021	9,128,185

Table 6: Total Number of Contracts and Contract Amounts by Procurement Method in 2023

Procurement Method	No. of Contracts	Contract Amounts (USD)
Open Competition	66	4,359,551
Direct Selection (>USD 70K)	1	93,000
Direct Selection (<=USD 70K)	86	2,802,565
Grand Total	153	7,255,116

Table 7: Total Number of Contract Amendments and Contract Amendment Amounts by Procurement Method in 2023

Procurement Method	No. of Contract Amendments	Contract Amendment Amount (USD)
Open Competition	127	6,720,055
Direct Selection (>USD 70K)	9	1,202,970
Direct Selection (<=USD 70K)	93	1,205,160
Grand Total	229	9,128,185

In 2023, AIIB engaged 287 individual consultants from 44 economies. The top five economies by contract value in 2021-2023 are shown in Table 8 below.

Table 8: 2021-2023 Top Five Economies by Contract Value

Year/ Rank	2021		2022		2023	
	Economy	Contract Value (USD)	Economy	Contract Value (USD)	Economy	Contract Value (USD)
1	China	4,897,555	China	3,842,683	China	3,713,937
2	USA	1,685,738	USA	1,666,422	USA	2,370,468
3	India	1,120,475	France	1,351,725	India	1,691,235
4	Indonesia	1,007,610	India	1,276,543	Philippines	1,067,396
5	France	822,400	United Kingdom	538,925	United Kingdom	1,057,998

Annex: 2023 Major Contracts With Firms (Contract Value ≥ USD200,000)

General Services			
No.	Description	Contract Period (year)	Contract Value (USD)
1	Premises Security Service	4	9,511,366
2	Facilities Management Services for Headquarters and Tianjin Office	1	4,781,174
3	SAP Applications Enhancement Support	3	4,462,722
4	Renewal of Loan Processing Services (iLap)	4	3,350,000
5	Permanent Headquarters and Tianjin Office Building Property Management and Corporate Service	1	2,427,596
6	Credit and Investment Training Program	3	1,650,000
7	Official Website Maintenance and Enhancement	3	1,427,617
8	IMIS License, Enhancement, and Implementation Services	3	1,422,875
9	LMIS enhancement and BAU support	3	1,260,990
10	AIIB Client Portal	4	1,186,129
11	External Audit on 2022 Annual Financial Statements of AIIB and Special Funds	1	1,144,000
12	Microsoft Unified Support	3	1,034,357
13	Medical Insurance Year 2023 – Q3	1	971,526
14	Medical Insurance Year 2023 – Q2	1	962,253
15	Permanent Headquarters and Tianjin Office Building Property Management and Corporate Service (2023 – Q1)	1	851,450
16	Application System Technical Operation Service	3	845,460
17	Order Management System (OMS) Support Services	3	804,000
18	Bloomberg Terminal and Market Data Subscription	1	718,391
19	AIIB Permanent Headquarters and Tianjin Office Building Security Service	1	655,328
20	2023 Annual Meeting Hotel Accommodation and Management	1	601,938

21	Contract Renewal of Microsoft Azure Service	5	594,570
22	CRM Enhancement	3	591,021
23	Adobe Subscriptions	3	588,759
24	Bloomberg Terminal and Market Data Subscription 2022 H2	1	578,601
25	Fitness Service for AIIB Permanent Headquarters Building	5	528,163
26	Board Portal	3	484,203
27	Infratech Portal implementation, BAU and enhancement	2	450,772
28	2023 Annual Meeting Registration Platform Production	1	444,039
29	IT GRC System	3	425,236
30	AIIB Corporate Insurance Package	1	416,381
31	Enterprise Logger Platform	3	415,781
32	Hotel Service for 2023 AIIB Board Meeting	1	411,970
33	LinkedIn Recruitment Related Service in 2023	1	403,411
34	RPA Three-year Services	3	398,378
35	SOC License Expansion and Maintenance Service	3	380,507
36	The Indoor Green Plants Rental and Display Service	2	379,312
37	Annual Meeting Group Tickets and On-site Support	1	376,661
38	Hyper-Converged Infrastructure Warranty Service	6	369,996
39	Supply of NMS expansion and OM services	3	361,173
40	Multi-Cloud Management Platform	3	360,336
41	Financial Recruitment Services	3	345,300
42	Contract Amendment for Membership Intelligence Portal	3	300,840
43	Ethics Case Management	4	295,249
44	UFH On-site Medical Services	3	291,433

45	Annual Meeting President Reception	1	264,014
46	Renewal of Impress AI Tool and provision of technical services	5	251,000
47	MCDF Collaboration Platform	2	239,754
48	MCDF Administrator System	1	224,888
49	LinkedIn Learning Hub Corporate License	3	214,189
50	Vegetation and Landscape Maintenance-Sky Garden	1	210,360
51	Amendments of Intranet Optimization and Operation	4	207,570

Consulting Services (Firm)			
No.	Description	Contract Period (year)	Contract Value (USD)
1	AIIB HQ Phase II Project Management Consultancy Service	2	1,440,771
2	IT Strategic Planning	1	694,998
3	PPSF Preparation Services	1	502,760
4	Legal Service on AIIB Invested Project K2	1	495,000
5	KYC Outsourcing Services	1	487,663
6	Accounting and Reporting Support Services	2	377,908
7	Operational Risk Heat Mapping and Risk and Control Self-Assessment Facilitation Services	1	360,000
8	Cyber Wargaming	2	348,114
9	Consultancy Services for Job Evaluation	1	299,545
10	Digital Forensic and Risk Incident Response Services	2	274,904
11	Red Team Operations	3	267,869
12	Digital Forensic and Risk Incident Response Services	2	266,480
13	Legal Service on AIIB Invested Project (Lending Facility)	4	260,000
14	Legal Service on AIIB Invested Project P00371	3	255,000

15	LEG-Direct Equity Templates Preparation	2	230,000
16	Consultancy Services for Financial and Tax Due Diligence	1	200,000
17	External Audit Review on 2023 H1 Interim Financial Statements of AIIB	1	200,000

Goods (including Publications and Subscriptions)

No.	Description	Contract Period (year)	Contract Value (USD)
1	Microsoft Licenses Subscription	3	3,446,144
2	Subscription of Standard and Poor's Risk Data Services	4	2,317,091
3	LoanIQ License Contract Amendment	5	1,427,110
4	Subscription of Redundant AIIB Designated Network Lease	3	1,361,820
5	Subscription of AIIB Designated Network Leasing Line Services	3	1,294,851
6	OMS Solution Bloomberg AIM - Contract Amendment	4	1,177,307
7	Zoom Subscriptions	5	672,994
8	Fitch Credit Rating Data Subscription	3	529,620
9	Moody's Credit Rating Data Subscription	3	454,097
10	Supply of Fortinet Equipment and Warranty	3	434,944
11	Hyper-Converged Infrastructure	3	415,264
12	Warranty & Spare Parts of Network Equipment	3	406,218
13	Red Hat Enterprise Linux Subscription	3	231,691
14	Building LAN for the Hub	3	226,091
15	Unified File Transfer Platform	3	215,389
16	iPhones and Related Services	5	211,122

Works

No.	Description	Contract Period (year)	Contract Value (USD)
1	Office Retrofitting for 8th Floor East Wing	1	895,040
2	UAE Hub Office Fit-out Project	2	568,767

Note: The contracts above include both standalone contracts and sub-agreements issued in 2023.