



2024 Corporate Procurement Annual Report

March 2025

Executive Summary

2024 Contract Overview

- A total of 969 contracts¹ were signed by the Asian Infrastructure Investment Bank's (AIIB) in 2024 compared to 877 contracts in 2023 and 675 contracts in 2022. This represents a 10% and 44% increase, respectively, compared with 2023 and 2022.
- The total value of corporate procurement contracts in 2024 is **USD94,979,593**, which is 13% lower than in 2023 and 10% higher than in 2022.
- The procurement category with the largest expenditure is General Services accounting for 40% of the total contract value, followed by Consulting Services at 39%, Goods at 21% and Works at less than 1%.
- AIIB procures goods, works, and services, including consulting services, through competition or direct selection. Competitive procurement represents 53% of the total contract value.
- Aside from regular one-off and multiyear contracts, AIIB executed 13 framework agreements for the long-term supply of strategic goods and general services.

2024 Corporate Procurement Activities

- The revised Directive on Corporate Procurement and the Terms of Reference for the Corporate Procurement Committee to improve overall corporate procurement efficiency have been published on 1 May 2024.
- The draft Instruction on Corporate Procurement is being developed to replace the current separate Administrative Guidances (AGs) on Goods, Works and General Services, and Consulting Services (i.e., by combining the two AGs) and to describe the applicable rules and procedures to support the implementation of the Bank's Policy on Corporate Procurement and the Directive on Corporate Procurement.
- Timely and effective assistance were provided to requesting departments regarding the procurement process for the Bank's internal restructuring.
- The 2024 Outsourcing Planning Report has been prepared and approved by the Budget Committee.
- A total of 969 contracts were executed to facilitate AIIB's investment operations and fulfil the Bank's corporate needs for goods, works, general services, and consulting services, utilizing the Bank's administrative and capital budget and Special Funds.
- External and internal audits on financial reporting were completed with no major findings.
- Enhancements to eProcurement systems to streamline procurement procedures were implemented, including 28 enhancements in SAP Ariba system for recruitment of firms and 39 enhancements in SAP Fieldglass system for recruitment of individual consultants.

¹ This 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 Corporate Procurement Division (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 value of corporate procurement contracts in 2024 is **USD94,979,593**. Comparisons with the total corporate procurement contracts values in 2022-2024 are shown in the charts below:

Chart 1: Total number and value of contracts in 2022-2024

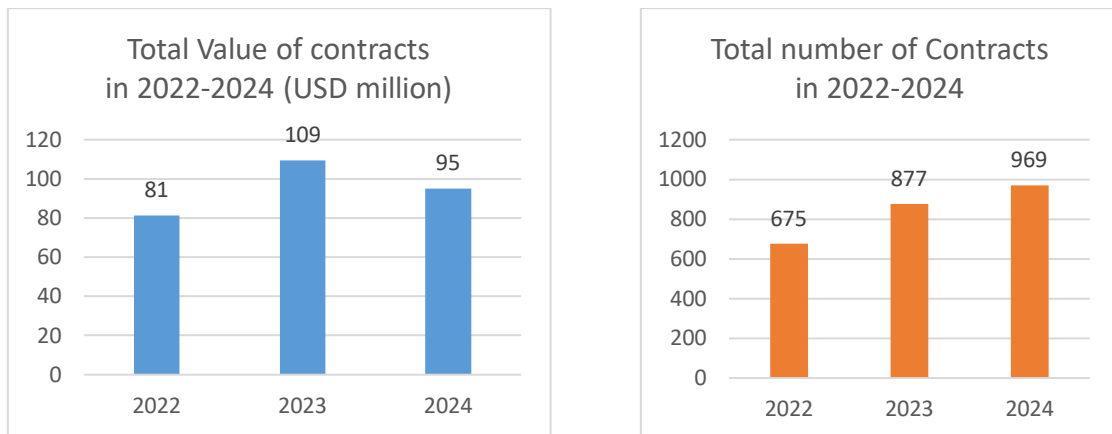


Chart 2: 2024 Contract Value by Procurement Category

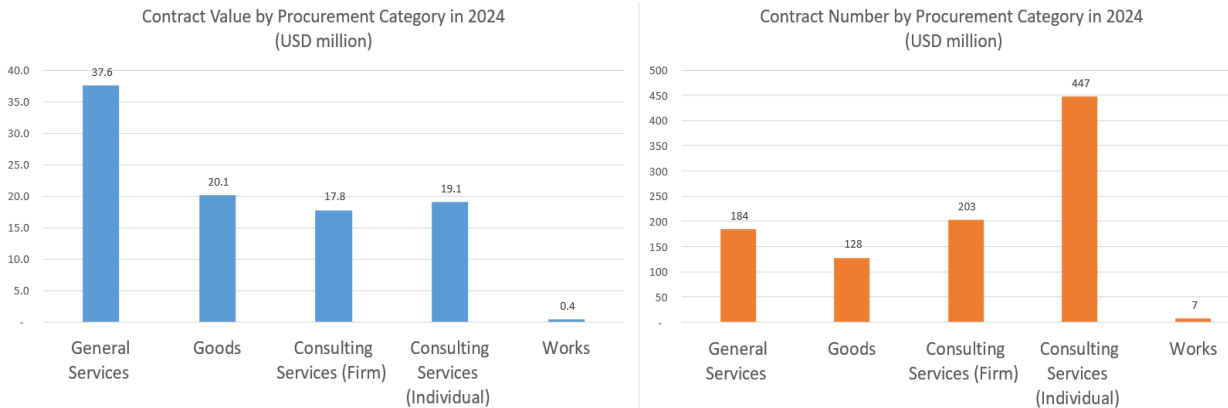
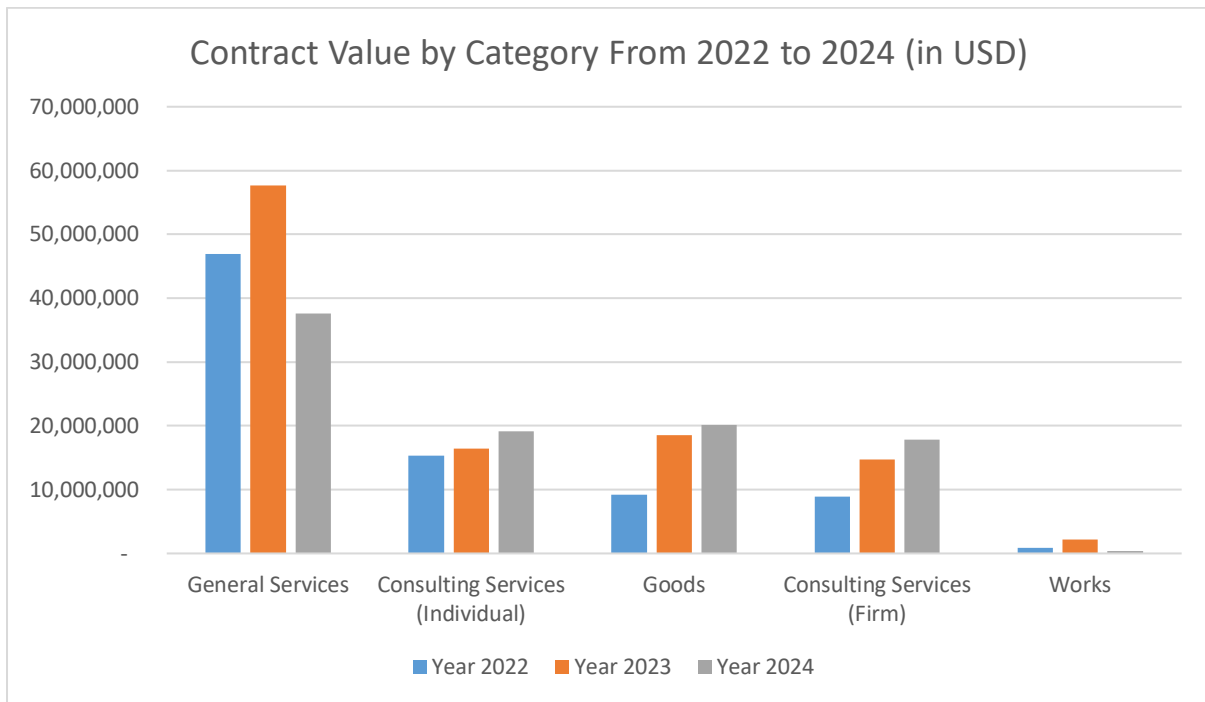


Chart 3: Contract Value by Category from 2022 to 2024 (in USD)



The notable increase in the value of corporate procurement for goods and consulting services in 2024, compared with 2023, can be attributed to several substantial multi-year contracts. These include the Renewal License for SAP systems, Outsourcing Risk Assessment and Internal Control over Financial Reporting (ICFR) Support Services, Global Engagements Strategy Consultancy, Sustainability Reporting Services, Project Management Consultancy, and Legal Advice, etc.

3. Top 10 Contracts by Value

The top ten contracts accounting for 38% of the total contract value (excluding individual consultant contracts) are presented in the table below:

Table 1: Top 10 Contracts by Value

Rank	Procurement Category	Contract	Total Value (USD)
1	Goods	License Renewal for SF, Ariba, FG, S4HANA and BTP (2024 – 2029)	10,378,091
2	General Services	AIIB Medical Insurance (October 2023 to September 2024)	5,014,960
3	General Services	AIIB Headquarters and Tianjin Office Property Management and Corporate Service (2024)	3,420,573
4	General Services	IT Infrastructure Operation Service	2,735,548
5	Goods	IT Equipment and Related Services Contract Amendment	1,549,267
6	General Services	Disclosure Management Tool	1,296,236
7	General Services	2024 AIIB Annual Meeting Accommodation Services	1,212,262
8	General Services	Project Procurement Management System	1,159,536
9	General Services	External Audit on 2023 Annual Financial Statements of AIIB, Special Funds and External Special Funds	1,151,000
10	General Services	Security Service	921,857

Note: The above contracts include standalone contracts, contract amendments and sub-agreements issued in 2024.

Table 2: Framework Agreements Established in 2024

No.	Procurement Category	Description
1	General Services	2024 Renewal AIIB-MCDF Non-Medical Insurance
2	General Services	AIIB Leadership Training Program
3	General Services	2024 AIIB Medical Insurance
4	General Services	2024 MCDF Medical Insurance
5	General Services	Equity Investment Management System
6	Works	HQ Office Renovation Projects
7	General Services	Indoor Green Plants Rental and Display Service
8	Goods	Corporate Gifts
9	Consulting Services	2024-2025 Media and Social Media Monitoring Services
10	General Services	Offline Office Supply Services
11	General Services	Photography, Videography, and Storytelling Services
12	Consulting Services	Public Relations and Branding Services
13	General Services	Security Travel and Medical Consulting Services

4. Procurement Methods for Corporate Vendors

A total of 170 contracts and 52 contract amendments, representing 53% of the total contract value, were procured through competition. Meanwhile, 248 contracts and 52 contract amendments, representing the remaining 47% 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	170	33,469,070	52	6,825,522	53%
Direct Selection (>USD 70K)	63	25,665,483	10	2,625,998	37%
Direct Selection (<=USD 70K)	185	6,926,908	42	364,797	10%
Grand Total	418	66,061,461	104	9,816,317	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 headquarters are registered) account for 89% of total supplier contract value. Table 4 shows the top five supplier countries and regions' contract value percentages from 2022 to 2024.

Table 4: 2022-2024 Top Five Supplier Countries and Regions (Percentages of Contract Value)

Year/ Rank	2022		2023		2024	
	Countries/ Regions	Contract Value (%)	Countries/ Regions	Contract Value (%)	Countries/ Regions	Contract Value (%)
1	China	56%	China	52%	China	43%
2	USA	12%	USA	19%	Germany	16%
3	Germany	9%	United Kingdom	8%	USA	13%
4	United Kingdom	5%	Germany	5%	United Kingdom	9%
5	Switzerland	5%	Hong Kong, China	4%	Hong Kong, China	7%

International suppliers, which include foreign companies operating outside of China as well as wholly-owned foreign enterprises registered within China, predominantly

provided consulting services to facilitate various aspects of project implementation. These services encompass project preparation, operational risk assessment, legal advisory, auditing, and compliance-related functions.

On the other hand, local suppliers primarily offered general services, products, and works. These services included a comprehensive array of offerings, including corporate services, e-learning initiatives, security services, facility management, IT infrastructure operations, hospitality services, event management, as well as staff insurance and training programs.

6. Engagement of Individual Consultants

In 2024, individual consultants continued to play a significant role in supporting AIIB's operations. Business units with the highest spending on individual consultants are Information Technology Department, Public Sector Clients Department (Region 1), Sectors, Themes and Finance Solutions Department, Sustainability and Fiduciary Solutions Department.

The total number of individual consultant contracts and contract amendments concluded in 2024 is 447, representing a 17% increase compared with 2023. The overall contracted commitment (including both consultants' remuneration and reimbursable expenses) reached a 17% increase compared with 2023. See Tables 5 to 8 for details.

Table 5: Total Number of Contracts and Contract Amounts

Year	2022	2023	2024
No. of Contracts	115	153	228
Contracts Amount (USD)	6,401,591	7,255,116	10,089,235

Table 6: Total Number of Contract Amendments and Contract Amendments' Amounts

Year	2022	2023	2024
No. of Contract Amendments	230	229	219
Contract Amendments Amount (USD)	8,959,021	9,128,185	9,012,580

Table 7: Total Number of Contracts and Contract Amounts by Procurement Method in 2024

Procurement Method	No. of Contracts	Contract Amounts (USD)
Open Competition	54	3,402,230
Direct Selection (>USD 70K)	17	2,050,982
Direct Selection (<=USD 70K)	157	4,636,023
Grand Total	228	10,089,235

Table 8: Total Number of Contract Amendments and Contract Amendment Amounts by Procurement Method in 2024

Procurement Method	No. of Contract Amendments	Contract Amendment Amount (USD)
Open Competition	118	6,505,666
Direct Selection (>USD 70K)	10	1,323,694
Direct Selection (<=USD 70K)	91	1,183,220
Grand Total	219	9,012,580

In 2024, a total of 338 individual consultants from forty-eight economies were engaged by AIIB. The top five economies by contract value in 2022-2024 are shown in Table 9 below.

Table 9: 2022-2024 Top Five Economies (by Contract Value)

Year/ Rank	2022		2023		2024	
	Economy	Contract Value (USD)	Economy	Contract Value (USD)	Economy	Contract Value (USD)
1	China	3,842,683	China	3,713,937	China	5,746,006
2	USA	1,666,422	USA	2,370,468	USA	1,670,732
3	France	1,351,725	India	1,691,235	India	1,609,049
4	India	1,276,543	Philippines	1,067,396	Indonesia	965,690
5	United Kingdom	538,925	United Kingdom	1,057,998	Philippines	932,338

Annex: 2024 Major Contracts with Firms (Contract Value ≥ USD200,000)

General Services			
No.	Description	Contract Period (Year)	Contract Value (USD)
1	Medical Insurance (2024)	1	5,014,960
2	2024 Permanent Headquarters and Tianjin Office Property Management and Corporate Service	1	3,420,573
3	IT Infrastructure Operation Service	3	2,735,548
4	Disclosure Management Tool	3	1,296,236
5	Project Procurement Management System	3	1,159,536
6	External Audit on 2023 Annual Financial Statements of AIIB, Special Funds and External Special Funds	1	1,151,000
7	Security Services	3	921,857
8	ALM Implementation and Support	4	899,961
9	Asset Liability Management Solution	3	897,998
10	2024 Bloomberg Terminal and Market Data Subscription	1	843,587
11	2023 Bloomberg Terminal and Market Data Subscription	1	788,271
12	2024 AIIB Annual Meeting Accommodation Services	1	766,012
13	CRM Support and Enhancement	3	633,992
14	IT Service Management Subscription and Support	3	587,391
15	2024 Non-Medical Insurance	1	553,542
16	2025 Annual Meeting Digital Solutions	1	504,492
17	2024 Annual Meeting Registration Platform Production	1	504,363
18	Printing Equipment, Software and Services	3	477,442
19	2024 LinkedIn Recruitment Related Service	1	473,672
20	2024-2027 MCDF JIGSAW - Enhancement and Support	3	381,929
21	AIIB Life Insurance (July 2023 to March 2024)	2	361,927
22	AIIB Connectivity Site (Intranet)	3	322,467
23	Unified Communications Platform	3	291,732
24	Sandbox Device Upgrade	3	288,592
25	Middle Management Program Cohort 5	1	256,456
26	2024- 2025 The Indoor Green Plants Rental and Display Services	1	249,640
27	2024-2026 Social Media Marketing	3	210,000
28	Executive Search Services	1	210,000
29	2024-2025 Vegetation and Landscape Maintenance-Sky Garden	1	207,555

Consulting Services (Firms)			
No.	Description	Contract Period (Year)	Contract Value (USD)
1	2024 Outsourcing risk assessment and ICFR support services	3	778,978
2	CPIH Kazakhstan 220MW Wind Portfolio	1	700,000
3	Central Asia and Caucasus Regional PR Agency Support	1	690,466
4	ITIL Consulting and Certification	2	689,029
5	Project Horizon Target Operating Model Design and Project Management	1	559,375
6	2024 HR Benefit Comprehensive Review	1	352,000
7	AIIB Global Engagement Strategy	1	350,834
8	Project Preparatory Activities for Siddhartha Highway Improvement	1	315,000
9	Technology Needs Assessment	2	300,000
10	ISSB Related Portfolio Level Climate Risk Assessment	1	299,950
11	Indonesia Project Consulting Services	1	295,650
12	AIIB Sustainability Report	1	286,200
13	Legal Service-MEAL E-mobility-India-Freshfield	2	261,000
14	Consulting Services for Cambodia Preliminary Metro Studies	1	257,364
15	GHG Emissions Estimations for Investment Operations	1	250,000
16	Change Management Consulting Service for Implementation of New Workplace Strategy	3	248,620
17	Workforce Planning Project	1	244,000
18	LEG-DNN Issuance	2	205,907
19	LEG-KWM HK-RTA	1	204,432
20	External Auditor Review on 2024 H1 Interim Financial Statements of AIIB	1	200,000
21	Almaty Railway Bypass Project ES Consultancy Services	1	200,000
22	Mpox Implementation	1	200,000

Goods (including Publications and Subscriptions)			
No.	Description	Contract Period (Year)	Contract Value (USD)

1	License renewal for SF, Ariba, FG, S4HANA and BTP (2024 – 2029)	6	10,378,091
2	Travel and Expense System	5	660,169
3	Hyper-Converged Infrastructure Expansion	3	384,494
4	ITD e-Commerce Platform	3	370,845
5	Digital Risk Protection License	3	367,560
6	PAMS License Subscription and MA Service	2	361,727
7	Virtual Desktop Infrastructure License	3	270,808
8	Backup Storage Warranty Extension and Capacity Expansion	3	248,680

Note: The contracts above include both standalone contracts and sub-agreements issued in 2024.