Country perspectives on multilateral development banks:
A survey analysis
Annalisa Prizzon, Michael Josten and Hayk Gyuzalyan
April 2022
Appendix 2  Survey text

**Government officials**

Dear colleague,

We know your time is limited but your responses to this questionnaire will be crucial to help inform and shape our recommendations for the reform of multilateral development banks.

This questionnaire was designed by a team of researchers at ODI, an independent global think-tank, and should require no more than 20 minutes to complete.

With this questionnaire, we would like to capture what borrowing countries value about working with multilateral development banks and how these institutions can become more effective and efficient. We also would like to understand how the demand for assistance offered by multilateral development banks is likely to evolve in the medium-term (5–10 years). You can find more information about this project on the ODI website, using this link [here](#).

All responses will be kept strictly confidential by ODI and accessible only by the research team. We take privacy and confidentiality seriously; you can read more about the project's privacy policy [here](#). Results will be analysed across groups of countries (income and region) only. We would encourage you to reflect your personal views when answering the questionnaire.

Should you have any questions about the project, please contact the project lead Dr Annalisa Prizzon at a.prizzon@odi.org.uk.

Thank you for sharing your views.
**About you**

**Country:** According to our record, you work in #country#, or have until recently worked in #country#. Could you please confirm this?

1. Yes
2. No [GO TO END and ask for correct country]

**Organisation/position:** Which government department or ministry do you work for?

1. Department or Ministry of Finance/Treasury or Planning
2. Other government Department or Ministry
3. I do not work for the government [GO TO END]

**For how many years have you been working in this government Department or Ministry?**

_____ years

**A. The role of multilateral development banks**

Q1 Looking at what multilateral development banks generally offer, how would you rate each of these items in terms of their relevance for the long-term social and economic development of #country#?

Please rate each of the following items on a scale from 1 to 4, where 1 means that an item is not relevant at all for #country# and 4 means it is extremely relevant for #country#.

<table>
<thead>
<tr>
<th></th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>Don’t know</th>
<th>Not applicable</th>
</tr>
</thead>
<tbody>
<tr>
<td>Provide external finance at better-than-market terms</td>
<td></td>
<td></td>
<td></td>
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<td></td>
<td></td>
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<tr>
<td>Offer policy advice and technical assistance</td>
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<tr>
<td>Generate research and analysis (e.g., working papers and reports)</td>
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<tr>
<td>Convene stakeholders to act collectively to address development challenges</td>
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<tr>
<td>Combination of the above</td>
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</tbody>
</table>

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**Notes:**

6 The #country# was inserted automatically for each respondent based on our records on the database.
7 Except for Q12, Q13, Q18, Q19, Q20, Q21, Q22, all options were randomised.
8 Bringing together relevant actors to act collectively to address global or regional development challenges (this information was shown when respondents clicked on an ‘info button’ next to the statement).
Q2 And of these items, which one do you find the most relevant for #country#? Please select one option only.

<table>
<thead>
<tr>
<th>Aspect</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>Provide external finance at better-than-market terms</td>
<td>1</td>
</tr>
<tr>
<td>Offer policy advice and technical assistance</td>
<td>2</td>
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<tr>
<td>Generate research and analysis (e.g., working papers and reports)</td>
<td>3</td>
</tr>
<tr>
<td>Convene stakeholders to act collectively to address development challenges</td>
<td>4</td>
</tr>
<tr>
<td>Combination of the above</td>
<td>5</td>
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<tr>
<td>Don't know</td>
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<tr>
<td>Not applicable</td>
<td></td>
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</tbody>
</table>

Q3 In your opinion, how effective or not effective is the World Bank/ African Development Bank (AfDB)/ Asian Infrastructure Investment Bank (AIIB)/ Asian Development Bank (AsDB)/ European Bank for Reconstruction and Development (EBRD)/ InterAmerican Development Bank (IADB) at delivering each of the following?9

<table>
<thead>
<tr>
<th></th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>Don’t know</th>
<th>Not applicable</th>
</tr>
</thead>
<tbody>
<tr>
<td>Not effective at all</td>
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<tr>
<td>Somewhat effective</td>
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<td>Very effective</td>
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<td>Extremely effective</td>
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<tr>
<td>Don’t know</td>
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<tr>
<td>Not applicable</td>
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</tbody>
</table>

Provide external finance at better-than-market terms

Offer policy advice and technical assistance

Generate research and analysis (e.g., working papers and reports)

Convene stakeholders to act collectively to address development challenges10

Combination of the above

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9 Separate question for each MDB. Only for MDBs operating in the respective country.
10 Bringing together relevant actors to act collectively to address global or regional development challenges (this information was shown when respondents clicked on an ‘info button’ next to the statement).
Q4 Thinking about the following items, which type of institution is best positioned to provide them in #country#? We would be interested in which institution is your first choice and which institution is your second choice.

<table>
<thead>
<tr>
<th>Item</th>
<th>In #country#, which type of institution is the best provider for [item]?</th>
<th>And which one is the next best?</th>
</tr>
</thead>
<tbody>
<tr>
<td>External financing at better-than-market terms</td>
<td>[Drop down menu – for MDBs, only show those present in the country]</td>
<td>[Drop down menu – for MDBs, only show those present in the country]</td>
</tr>
<tr>
<td>1. World Bank</td>
<td></td>
<td>1. World Bank</td>
</tr>
<tr>
<td>3. Asian Infrastructure Investment Bank (AIIB)</td>
<td></td>
<td>3. Asian Infrastructure Investment Bank (AIIB)</td>
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<tr>
<td>5. European Bank for Reconstruction and Development (EBRD)</td>
<td></td>
<td>5. European Bank for Reconstruction and Development (EBRD)</td>
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<tr>
<td>6. InterAmerican Development Bank (IADB)</td>
<td></td>
<td>6. InterAmerican Development Bank (IADB)</td>
</tr>
<tr>
<td>7. Traditional bilateral donors (e.g., Germany and United States)</td>
<td></td>
<td>7. Traditional bilateral donors (e.g., Germany and United States)</td>
</tr>
<tr>
<td>8. Emerging bilateral donors (e.g., China and India)</td>
<td></td>
<td>8. Emerging bilateral donors (e.g., China and India)</td>
</tr>
<tr>
<td>9. Vertical funds (climate and health) (e.g., GFATM(^\text{11}) and Green Climate Fund)</td>
<td></td>
<td>9. Vertical funds (climate and health) (e.g., GFATM(^\text{11}) and Green Climate Fund)</td>
</tr>
<tr>
<td>10. UN agencies (e.g., UNDP(^\text{12}) and UNEP(^\text{13}))</td>
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<td>10. UN agencies (e.g., UNDP(^\text{12}) and UNEP(^\text{13}))</td>
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<tr>
<td>11. International Monetary Fund (IMF)</td>
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<td>11. International Monetary Fund (IMF)</td>
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</tbody>
</table>

| Policy advice and technical assistance            | As above                                                               | As above                         |
| Research and analysis (e.g., working papers and reports) | As above                                                               | As above                         |
| Convening power\(^\text{17}\)                     | As above                                                               | As above                         |

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\(^\text{11}\) The Global Fund to Fight AIDS, Tuberculosis and Malaria.

\(^\text{12}\) United Nations Development Programme.

\(^\text{13}\) United Nations Environment Programme.

\(^\text{14}\) The Global Fund to Fight AIDS, Tuberculosis and Malaria.

\(^\text{15}\) United Nations Development Programme.

\(^\text{16}\) United Nations Environment Programme.

\(^\text{17}\) Bringing together relevant actors to act collectively to address global or regional development challenges.
B. Financing, operations and instruments of multilateral development banks

Q5 Below we have listed different characteristics of development projects. Could you please tell us how important or not important each of these characteristics is for the long-term social and economic development of #country#, on a scale from 1 to 5, where 1 is not important at all, and 5 is extremely important?

<table>
<thead>
<tr>
<th>Characteristics</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>Don’t know</th>
<th>Not applicable</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financing (grants and loans)</td>
<td></td>
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<tr>
<td>Financing offered in high volumes</td>
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<tr>
<td>Financing that is long term (more than 10-year maturity)</td>
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<tr>
<td>Loans that are highly concessional*</td>
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<tr>
<td>Availability of grants to fund certain components of the project</td>
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</tr>
<tr>
<td>Predictability, i.e., certainty about amounts and timing of disbursements</td>
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<tr>
<td>Flexible use across sectors and priorities (e.g., budget support)</td>
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<td></td>
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<tr>
<td>Financing that catalyses additional private finance</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Operations</td>
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<tr>
<td>Alignment of projects and programmes with key national priorities</td>
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<tr>
<td>Low management burden and reporting requirements</td>
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</tr>
</tbody>
</table>

18 Those that are applicable, for example, by the International Development Association (IDA) and African Development Fund (AfDF). (This information was shown when respondents clicked on an ‘info button’ next to the statement).
<table>
<thead>
<tr>
<th>Short processing time (from concept to first disbursement)</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Use of local contractors</td>
<td></td>
</tr>
<tr>
<td>Absence of policy conditionality, i.e., funding that is not subject to policy reforms</td>
<td></td>
</tr>
<tr>
<td>Ownership of development projects and programmes (i.e., projects and programmes that are demand-driven in their design and delivery)</td>
<td></td>
</tr>
<tr>
<td>Focus of operations on the poorest/most vulnerable populations</td>
<td></td>
</tr>
</tbody>
</table>

**Policy advice and technical cooperation**

<table>
<thead>
<tr>
<th>Knowledge of the local context and culture</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Timely and flexible policy advice and technical cooperation</td>
<td></td>
</tr>
<tr>
<td>Impartial and unbiased policy advice and technical cooperation</td>
<td></td>
</tr>
<tr>
<td>Long-term impact of technical cooperation after the project/programme is completed</td>
<td></td>
</tr>
<tr>
<td>Policy advice and technical cooperation that is demand-driven and tailored to needs</td>
<td></td>
</tr>
<tr>
<td>Highly specialised policy advice and technical cooperation</td>
<td></td>
</tr>
</tbody>
</table>
Q6 And thinking about the same characteristics, could you assess the performance of multilateral development banks in general in relation to each in #country#? Please use a scale from 1 to 5, where 1 corresponds to a very poor performance, and 5 corresponds to a very good performance.

<table>
<thead>
<tr>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>Don’t know</th>
<th>Not applicable</th>
</tr>
</thead>
<tbody>
<tr>
<td>Very poor</td>
<td>Poor</td>
<td>Neither poor nor good</td>
<td>Good</td>
<td>Very good</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Financing (grants and loans)**
- Financing offered in high volumes
- Financing that is long term (more than 10-year maturity)
- Loans that are highly concessional
- Availability of grants to fund certain components of the project
- Predictability, i.e., certainty about amounts and timing of disbursements
- Flexible use across sectors and priorities (e.g., budget support)
- Financing that catalyses additional private finance

**Operations**
- Alignment of projects and programmes with key national priorities
- Low management burden and reporting requirements

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19 Those that are applicable, for example, by the International Development Association (IDA) and African Development Fund (AfDF). (This information was shown when respondents clicked on an ‘info button’ next to the statement).
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**Policy advice and technical cooperation**

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<tr>
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<td></td>
</tr>
<tr>
<td>Highly specialised policy advice and technical cooperation</td>
<td></td>
</tr>
</tbody>
</table>
Q7 When you assess the financial viability of a new project/programme with an MDB, which of the following aspects are the most important ones in your decision? Please select up to three aspects.

- Flexibility on currency denomination
- Local currency denomination
- Grants available to finance certain components of the project
- Lowest interest rates
- Flexible interest rates
- Fixed interest rates
- Longest maturity
- Lending to sub-national entities
- None of the above
- Don't know

Q8 Which financing instruments offered by multilateral development banks would be your top choice and preference?

- Investment project financing (or equivalent)
- Development policy financing (or equivalent)
- Results-based lending (or equivalent)
- Other (please specify)
- None of the above
- Don't know

Q9 If you were to choose, in which areas do you think the World Bank/AfDB/ AIIB/AsDB/ EBRD/IADB should work in #country# in the future?

Please select as many as applicable.

- Agriculture
- Climate mitigation and adaptation
- Education
- Energy
- Financial sector
- Gender
- Governance/public administration
- Health

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20 Financing to governments for activities that create the physical/social infrastructure necessary to reduce poverty and create sustainable development. (This information was shown when respondents clicked on an ‘info button’ next to the statement).

21 Budget support to governments or a political subdivision for a programme of policy and institutional actions. (This information was shown when respondents clicked on ‘an info’ button next to the statement).

22 With results-based lending, disbursements are linked to the achievement of agreed programme results rather than to expenditure. (This information was shown when respondents clicked on an ‘info button’ next to the statement).

23 A question for each MDB. Only for MDBs operating in the country.
C. The future demand for assistance from multilateral development banks

Q10 We would like to ask you about the possible positive and negative sides of grants and loans offered by multilateral development banks. First, what are the main advantages of grants and loans offered by multilateral development banks for #country#?
Please select as many responses as needed.

- Grants and loans from multilateral development banks can help to fill financing gaps
- Multilateral development banks provide liquidity support
- Multilateral development banks are able to provide financing for large-scale projects
- Grants and loans from multilateral development banks match sector needs and priorities
- Grants and loans from multilateral development banks are one of the few financing options whose financial terms are better than what international capital markets can offer
- Grants and loans from multilateral development banks are cheaper than other financing options
- Multilateral development banks can provide grant financing that does not put pressure on public debt sustainability
- Multilateral development banks combine grants and loans with policy advice, technical assistance, knowledge generation and convening power
- Multilateral development banks respect national sovereignty
- Transaction costs for negotiating grants and loans from multilateral development banks are low
- Anything not listed above? (please specify here) ________
- None of these
- Don't know

Q11 And what are the main disadvantages of grants and loans offered by multilateral development banks for #country#? Please select as many responses as needed.

- Volumes of grants and loans from multilateral development banks are low
- Grants and loans from multilateral development banks do not fund sectors that are of priority to the government
- Loans from multilateral development banks are too expensive compared to other financing options, including international capital markets
- Loans from multilateral development banks can put pressure on future public debt sustainability
- The government would like to benefit from technical cooperation and policy advice rather than financial assistance from multilateral development banks
- Grants and loans from multilateral development banks come with too many strings attached and policy conditionality
• Grants and loans from multilateral development banks come with complex, rigid or unfamiliar procurement and financial management rules
• Transaction costs for negotiating grants and loans from multilateral development banks are high
• Multilateral development banks do not respect national sovereignty
• Grants and loans from multilateral development banks increase reliance on external finance
• Anything not listed above? (please specify here) ________
• None of these
• Don’t know

Q12 In the next 5–10 years, do you think the demand for grants and loans offered by multilateral development banks from #country# will increase or decrease?

• Decrease substantially
• Decrease a little
• Stay more or less the same
• Increase a little
• Increase substantially
• Don’t know

Q13 Would you consider borrowing from multilateral development banks at non-concessional terms\(^2\) if that was the only option?

• Definitely yes
• Probably yes
• Probably no
• Definitely no
• Don’t know
• Not applicable

[Respondents who selected ‘Definitely yes’ or ‘Probably yes’]

Q14 Why would you consider borrowing from multilateral development banks at non-concessional terms? Please select as many responses as needed.

• Loans from multilateral development banks at non-concessional terms are still cheaper than what is offered by international capital markets
• Loans from multilateral development banks at concessional terms are limited/constrained: financing needs are large and require additional financing
• Projects in the pipeline generate high enough returns to be funded by non-concessional finance
• Multilateral development banks would be more flexible than commercial or bilateral lenders if the government became unable to service its debt
• Other: _____________
• Don’t know
• Not applicable

\(^2\) For example, lending terms as applied by the International Bank for Reconstruction and Development (IBRD). (This information was shown when respondents clicked on an ‘info button’ next to the statement).
[Respondents who selected option ‘Probably no’ or ‘Definitely no’]

Q15 Why would you NOT consider borrowing from multilateral development banks at non-concessional terms? Please select as many responses as needed.

- The government is under pressure to keep public debt at a sustainable level
- Non-concessional lending terms from multilateral development banks are too expensive
- The country does not have projects suitable for financing at non-concessional terms
- The country is not eligible for any non-concessional lending from multilateral development banks
- The country is eligible for non-concessional lending from multilateral development banks but for specific projects only
- Other: _____________
- Don’t know
- Not applicable

Q16 And what are the main advantages of technical assistance and policy advice offered by multilateral development banks for #country#? Please select as many responses as needed.

- Technical assistance and policy advice from multilateral development banks help to fill gaps in technical knowledge and expertise
- Technical assistance and policy advice from multilateral development banks match sector priorities
- Technical assistance and policy advice from multilateral development banks are of high quality
- Multilateral development banks provide technical assistance and policy advice that are good value for money
- Multilateral development banks provide technical assistance and policy advice that are less expensive than other providers
- Multilateral development banks offer technical assistance and policy advice that are independent
- Multilateral development banks provide technical assistance and policy advice that have long-term impact
- Multilateral development banks assistance combines policy advice and technical assistance with grants and loans
- The staff of multilateral development banks providing technical assistance and policy advice are responsive
- The staff of multilateral development banks providing technical assistance and policy advice are knowledgeable
- Anything not listed above? (please specify here) ________
- None of these
- Don’t know
Q17 And what are the main disadvantages of technical assistance and policy advice offered by multilateral development banks for #country#? Please select as many responses as needed.

- Technical assistance and policy advice from multilateral development banks are too expensive
- Technical assistance and policy advice from multilateral development banks do not match sectoral priorities
- The quality of technical assistance and policy advice offered by multilateral development banks is low
- Technical assistance and policy advice offered by multilateral development banks are not flexible
- The long-term impact of technical assistance and policy dialogue offered by multilateral development banks is low
- The country can benefit from technical assistance and policy assistance offered by multilateral development banks only if projects are in place, not independently from project implementation
- Multilateral development banks provide standardised advice not adapted to the country’s situation: technical assistance and policy advice do not consider culture and context
- Technical assistance and policy advice from multilateral development banks are not timely
- Anything not listed above? (please specify here) ________
- None of these
- Don’t know

Q18 In the next 5 – 10 years, do you think the demand for technical assistance and policy advice offered by multilateral development banks in #country# will increase or decrease?

- Decrease substantially
- Decrease a little
- Stay more or less the same
- Increase a little
- Increase substantially
- Not applicable
- Don’t know

To conclude, we are now going to ask a few questions about your views of different aspects of the operations of multilateral development banks.

Q19 In your opinion, how poorly or well are the views of partner countries captured in the priorities and strategies of multilateral development banks in general?

- Very poorly
- Poorly
- Neither poorly nor well
- Well
- Very well
- Not applicable
- Don’t know
Q20 In your opinion, are multilateral development banks coordinating between themselves poorly or well at the country level?

- Very poorly
- Poorly
- Neither poorly nor well
- Well
- Very well
- Not applicable
- Don’t know

Q21 In your opinion, should a multilateral development bank have an office in #country#?

- Yes, with senior and operation staff
- Yes, with operation staff only
- No, there is no need for the presence of staff of multilateral development banks in the country
- Not applicable
- Don’t know

Q22 In your opinion, does the existence of policy conditions (e.g., macroeconomic reforms) affect your decisions about borrowing from multilateral development banks?

- Yes, a lot
- Yes, a little
- No, not at all
- Not applicable
- Don’t know

***

Thank you very much for taking the time to answer our questions.

Is there anything else you would like to tell us, either in relation to the topics covered in the questionnaire, or to the programming of the questionnaire?

The collected data will be analysed by the ODI team and reported in summarised form in due course. We expect we will be able to share the final report with you in late 2021.
Dear colleague,

We know your time is limited but your responses to this questionnaire will be crucial to help inform and shape our recommendations for the reform of multilateral development banks.

This questionnaire was designed by a team of researchers at ODI, an independent global think-tank, and should require no more than 15 minutes to complete.

With this questionnaire, we would like to capture what borrowing countries value about working with multilateral development banks and how these institutions can become more effective and efficient. We also would like to understand how the demand for assistance offered by multilateral development banks is likely to evolve in the medium-term (5–10 years). You can find more information about this project on the ODI website, using this link here.

All responses will be kept strictly confidential by ODI and accessible only by the research team. We take privacy and confidentiality seriously; you can read more about the project’s privacy policy here. Results will be analysed across groups of countries (income and region) only. We would encourage you to reflect your personal views when answering the questionnaire.

Should you have any questions about the project, please contact the project lead Dr Annalisa Prizzon at a.prizzon@odi.org.uk.

Thank you for sharing your views.
About you

According to our record, you are, among other countries, responsible for #country# in your work (or have until recently been responsible for this country). Could you please confirm this?

1. Yes
2. No [GO TO END3]

[in case respondent is responsible for several countries in the sample:]

According to our record, you are responsible for several countries that fall in our sample. In response to this survey link, please only focus on #country# when answering the questions. In addition, we kindly ask you to fill in the same survey for the other countries you are responsible for. You will receive the invitation for the other countries in a separate email. Thank you.

Please indicate which MDB you work for, and in which position.

MDB:

- World Bank
- African Development Bank
- Asian Infrastructure Investment Bank
- Asian Development Bank
- European Bank for Reconstruction and Development
- InterAmerican Development Bank
- None of the above [GO TO THE END1]

Position:

- Country Director or equivalent
- Country Manager/Representative
- Country Economist or equivalent
- Other: __________
A. The role of multilateral development banks

Q1 Looking at what multilateral development banks generally offer, how would you rate each of these items in terms of their relevance for the long-term social and economic development of #country#?

*Please rate each of the following items on a scale from 1 to 4, where 1 means that an item is not relevant at all for #country# and 4 means it is extremely relevant for #country#.*

<table>
<thead>
<tr>
<th>Aspect</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>Don’t know</th>
<th>Not applicable</th>
</tr>
</thead>
<tbody>
<tr>
<td>Provide external finance at better-than-market terms</td>
<td></td>
<td></td>
<td></td>
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<td></td>
<td></td>
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<tr>
<td>Offer policy advice and technical assistance</td>
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<tr>
<td>Generate research and analysis (e.g., working papers and reports)</td>
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<td>Convene stakeholders to act collectively to address development challenges</td>
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<td>Combination of the above</td>
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</table>

Q2 And of these items, which one do you find the most relevant for #country#? Please select one option only.

<table>
<thead>
<tr>
<th>Aspect</th>
<th>Response</th>
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</thead>
<tbody>
<tr>
<td>Provide external finance at better-than-market terms</td>
<td>1</td>
</tr>
<tr>
<td>Offer policy advice and technical assistance</td>
<td>2</td>
</tr>
<tr>
<td>Generate research and analysis (e.g., working papers and reports)</td>
<td>3</td>
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<tr>
<td>Convene stakeholders to act collectively to address development challenges</td>
<td>4</td>
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<tr>
<td>Combination of the above</td>
<td>5</td>
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<tr>
<td>Don’t know</td>
<td></td>
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<tr>
<td>Not applicable</td>
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</tbody>
</table>

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25 Except for Q12, Q13, Q18, Q19, Q20, Q21, Q22, all options were randomised.

26 Bringing together relevant actors to act collectively to address global or regional development challenges (this information was shown when respondents clicked on an ‘info button’ next to the statement).
B. Financing, operations and instruments of multilateral development banks

Q3 Below we have listed different characteristics of development projects. Could you please tell us how important or not important each of these characteristics is considered by the government of #country# for the long-term social and economic development of their country, on a scale from 1 to 5, where 1 is not important at all, and 5 is extremely important?

<table>
<thead>
<tr>
<th></th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>Don't know</th>
<th>Not applicable</th>
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</thead>
<tbody>
<tr>
<td><strong>Financing (grants and loans)</strong></td>
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<td>Financing offered in high volumes</td>
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<td>Financing that is long term (more than 10-year maturity)</td>
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<td>Loans that are highly concessional(^\text{27})</td>
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<td>Availability of grants to fund certain components of the project</td>
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<td>Predictability, i.e., certainty about amounts and timing of disbursements</td>
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<td>Flexible use across sectors and priorities (e.g., budget support)</td>
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<td>Financing that catalyses additional private finance</td>
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<td><strong>Operations</strong></td>
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<td>Alignment of projects and programmes with key national priorities</td>
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<td>Low management burden and reporting requirements</td>
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</tbody>
</table>

\(^{27}\) Those that are applicable, for example, by the International Development Association (IDA) and African Development Fund (AfDF). (This information was shown when respondents clicked on an ‘info button’ next to the statement).
<table>
<thead>
<tr>
<th>Short processing time (from concept to first disbursement)</th>
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</thead>
<tbody>
<tr>
<td>Use of local contractors</td>
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<tr>
<td>Absence of policy conditionality, i.e., funding that is not subject to policy reforms</td>
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<tr>
<td>Ownership of development projects and programmes (i.e., projects and programmes that are demand-driven in their design and delivery)</td>
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<tr>
<td>Focus of operations on the poorest/most vulnerable populations</td>
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</tbody>
</table>

**Policy advice and technical cooperation**

- Knowledge of the local context and culture
- Timely and flexible policy advice and technical cooperation
- Impartial and unbiased policy advice and technical cooperation
- Long-term impact of technical cooperation after the project/programme is completed
- Policy advice and technical cooperation that is demand-driven and tailored to needs
- Highly specialised policy advice and technical cooperation
Q4 When the government in #country# assesses the financial viability of a new project/programme with an MDB, which of the following aspects are considered the most important ones in the decision? Please select up to three aspects.

- Flexibility on currency denomination
- Local currency denomination
- Grants available to finance certain components of the project
- Lowest interest rates
- Flexible interest rates
- Fixed interest rates
- Longest maturity
- Lending to sub-national entities
- None of the above
- Don't know

Q5 Which financing instruments offered by multilateral development banks do you think would be the top choice and preference for the government of #country#? Please select one option only.

- Investment project financing (or equivalent)
- Development policy financing (or equivalent)
- Results-based lending (or equivalent)
- Other (please specify)
- None of the above
- Don't know

Q6 [World Bank/AfDB/AsDB/EBRD/IADB] If you were to choose, in which areas do you think the World Bank should work in #country# in the future? Please select as many as applicable.

- Agriculture
- Climate mitigation and adaptation
- Education
- Energy
- Financial sector
- Gender
- Governance/public administration

28 Financing to governments for activities that create the physical/social infrastructure necessary to reduce poverty and create sustainable development. (This information was shown when respondents clicked on an ‘info button’ next to the statement).

29 Budget support to governments or a political subdivision for a programme of policy and institutional actions. (This information was shown when respondents clicked on ‘an info’ button next to the statement).

30 With results-based lending, disbursements are linked to the achievement of agreed programme results rather than to expenditure. (This information was shown when respondents clicked on an ‘info button’ next to the statement).

31 MDB officials were asked only about the MDB they work for.
Q7 We would like to ask you about the possible positive and negative sides of grants and loans offered by multilateral development banks. First, what do you think the government of #country# sees as the main advantages of grants and loans offered by multilateral development banks? Please select as many responses as needed.

- Grants and loans from multilateral development banks can help to fill financing gaps
- Multilateral development banks provide liquidity support
- Multilateral development banks are able to provide financing for large-scale projects
- Grants and loans from multilateral development banks match sector needs and priorities
- Grants and loans from multilateral development banks are one of the few financing options whose financial terms are better than what international capital markets can offer
- Grants and loans from multilateral development banks are cheaper than other financing options
- Multilateral development banks can provide grant financing that does not put pressure on public debt sustainability
- Multilateral development banks combine grants and loans with policy advice, technical assistance, knowledge generation and convening power
- Multilateral development banks respect national sovereignty
- Transaction costs for negotiating grants and loans from multilateral development banks are low
- Anything not listed above? (please specify here) ________
- None of these
- Don't know

Q8 And what do you think the government of #country# sees as the main disadvantages of grants and loans offered by multilateral development banks? Please select as many responses as needed.

- Volumes of grants and loans from multilateral development banks are low
- Grants and loans from multilateral development banks do not fund sectors that are of priority to the government
- Loans from multilateral development banks are too expensive compared to other financing options, including international capital markets
• Loans from multilateral development banks can put pressure on future public debt sustainability
• The government would like to benefit from technical cooperation and policy advice rather than financial assistance from multilateral development banks
• Grants and loans from multilateral development banks come with too many strings attached and policy conditionality
• Grants and loans from multilateral development banks come with complex, rigid or unfamiliar procurement and financial management rules
• Transaction costs for negotiating grants and loans from multilateral development banks are high
• Multilateral development banks do not respect national sovereignty
• Grants and loans from multilateral development banks increase reliance on external finance
• Anything not listed above? (please specify here) ________
• None of these
• Don’t know

Q9 In the next 5–10 years, do you think the demand from the government of #country# for grants and loans offered by multilateral development banks will increase or decrease?

• Decrease substantially
• Decrease a little
• Stay more or less the same
• Increase a little
• Increase substantially
• Don’t know

Q10 Would the government of #country# consider borrowing from multilateral development banks at non-concessional terms32 if that was the only option?

• Definitely yes
• Probably yes
• Probably no
• Definitely no
• Don’t know
• Not applicable

32 For example, lending terms as applied by the International Bank for Reconstruction and Development (IBRD). (This information was shown when respondents clicked on an ‘info button’ next to the statement).
Q11 Why do you think the government of #country# would consider borrowing from multilateral development banks at non-concessional terms? Please select as many responses as needed.

- Loans from multilateral development banks at non-concessional terms are still cheaper than what is offered by international capital markets
- Loans from multilateral development banks at concessional terms are limited/constrained: financing needs are large and require additional financing
- Projects in the pipeline generate high enough returns to be funded by non-concessional finance
- Multilateral development banks would be more flexible than commercial or bilateral lenders if the government became unable to service its debt
- Other: ____________
- Don’t know
- Not applicable

[Respondents who selected option ‘Probably no’ or ‘Definitely no’]

Q12 Why do you think the government of #country# would not consider borrowing from multilateral development banks at non-concessional terms? Please select as many responses as needed.

- The government is under pressure to keep public debt at a sustainable level
- Non-concessional lending terms from multilateral development banks are too expensive
- The country does not have projects suitable for financing at non-concessional terms
- The country is not eligible for any non-concessional lending from multilateral development banks
- The country is eligible for non-concessional lending from multilateral development banks but for specific projects only
- Other: ____________
- Don’t know
- Not applicable
Q13 And what do you think the government of #country# sees as the main advantages of technical assistance and policy advice offered by multilateral development banks? Please select as many responses as possible.

- Technical assistance and policy advice from multilateral development banks help to fill gaps in technical knowledge and expertise
- Technical assistance and policy advice from multilateral development banks match sector priorities
- Technical assistance and policy advice from multilateral development banks are of high quality
- Multilateral development banks provide technical assistance and policy advice that are good value for money
- Multilateral development banks provide technical assistance and policy advice that are less expensive than other providers
- Multilateral development banks offer technical assistance and policy advice that are independent
- Multilateral development banks provide technical assistance and policy advice that have long-term impact
- Multilateral development banks assistance combines policy advice and technical assistance with grants and loans
- The staff of multilateral development banks providing technical assistance and policy advice are responsive
- The staff of multilateral development banks providing technical assistance and policy advice are knowledgeable
- Anything not listed above? (please specify here) __________
- None of these
- Don’t know

Q14 And what do you think the government of #country# sees as the main disadvantages of technical assistance and policy advice offered by multilateral development banks? Please select as many responses as needed.

- Technical assistance and policy advice from multilateral development banks are too expensive
- Technical assistance and policy advice from multilateral development banks do not match sectoral priorities
- The quality of technical assistance and policy advice offered by multilateral development banks is low
- Technical assistance and policy advice offered by multilateral development banks are not flexible
- The long-term impact of technical assistance and policy dialogue offered by multilateral development banks is low
- The country can benefit from technical assistance and policy assistance offered by multilateral development banks only if projects are in place, not independently from project implementation
- Multilateral development banks provide standardised advice not adapted to the country’s situation: technical assistance and policy advice do not consider culture and context
- Technical assistance and policy advice from multilateral development banks are not timely
- Anything not listed above? (please specify here) __________
- None of these
- Don’t know
Q15 In the next 5–10 years, do you think the demand from the government of #country# for technical assistance and policy advice offered by multilateral development banks will increase or decrease?

- Decrease substantially
- Decrease a little
- Stay more or less the same
- Increase a little
- Increase substantially
- Not applicable
- Don’t know

***

Thank you very much for taking the time to answer our questions.

Is there anything else you would like to tell us, either in relation to the topics covered in the questionnaire, or to the programming of the questionnaire?

The collected data will be analysed by the ODI team and reported in summarised form in due course. We expect we will be able to share the final report with you in late 2021.