



# Asian Development Bank

## Business Opportunities Fair

### ADB Headquarters

### Manila 16-17 November 2009

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# Asian Development Bank

- Introduction
- Activities
- Resources
- Advantages
- Opportunities





# **Asian Development Bank**

## **Regional Multilateral Development Bank**

- **Established in 1966**
- **A partnership of 67 countries**
- **42 client countries**
- **28 offices worldwide**



# **Strategic Directions**

## **Goal**

- **Poverty reduction in Asia and the Pacific**

## **Development Objectives**

- **Promotion of pro poor, sustainable economic growth**
- **Supporting social development**
- **Facilitating good governance**



# Ownership

## 67 Shareholders

- 48 regional members
- 19 nonregional members
- Japan and the United States are the largest shareholders with 15.5% each
- Other larger shareholders are:
  - Regional: PRC (6.4%), India (6.3%), Australia (5.7%)
  - Non-regional: Canada (5.2%), Germany (4.3%), France (2.3%)

## BOARD OF GOVERNORS



**Delegates powers to Board of Directors  
except for :**

- Admission of New Members
- Change in Authorized Capital Stock
- Election of President and Board of Directors
- Amendments to Charter

## BOARD OF DIRECTORS



# Board of Directors

**Kazakstan; Maldives;  
Marshall Islands;  
Mongolia; Pakistan;  
Philippines**

**People's Republic of China**

**Cook Islands; Fiji;  
Indonesia; Kyrgyz  
Republic; New Zealand;  
Samoa; Tonga**

**Malaysia; Myanmar;  
Nepal; Singapore;  
Thailand**

**United States**

**Canada; Denmark;  
Finland; Netherlands;  
Norway; Sweden**

**Austria; Germany;  
Luxembourg; Turkey;  
United Kingdom**

**Bangladesh; Bhutan;  
India; Lao PDR; Tajikistan**

**Republic of Korea; Papua  
New Guinea;  
Sri Lanka; Taipei, China;  
Uzbekistan; Vanuatu; Viet  
Nam**

**Belgium; France; Italy;  
Portugal; Spain;  
Switzerland**

**Australia; Azerbaijan;  
Cambodia; Hong Kong,  
China; Kiribati; Fed. States  
of Micronesia; Nauru;  
Solomon Islands; Tuvalu**

**Japan**

# Management and Senior Staff

BOARD OF GOVERNORS

BOARD OF DIRECTORS

OFFICE OF THE PRESIDENT  
Haruhiko Kuroda

OFFICE OF THE  
MANAGING DIRECTOR  
GENERAL  
Rajat M. Nag

INDEPENDENT EVALUATION  
DEPARTMENT  
H. Satish Rao, Director General

OFFICE OF THE  
COMPLIANCE REVIEW PANEL  
Bruce Purdue, Secretary

ASIAN  
DEVELOPMENT  
BANK INSTITUTE  
Masahiro Kawai,  
Dean

OFFICE OF THE VICE-  
PRESIDENT  
(Knowledge  
Management and  
Sustainable  
Development)  
Ursula Schaefer-Preuss

OFFICE OF THE VICE-  
PRESIDENT  
(Operations 1)  
Xiaoyu Zhao

OFFICE OF THE  
VICE-PRESIDENT  
(Operations 2)  
C. Lawrence  
Greenwood, Jr.

OFFICE OF THE  
VICE-PRESIDENT  
(Finance and  
Administration)  
Bindu Lohani

## Departments, Offices, Missions

OFFICE OF THE  
AUDITOR GENERAL

STRATEGY AND  
POLICY DEPARTMENT

OFFICE OF REGIONAL  
ECONOMIC  
INTEGRATION

OFFICE OF THE  
SPECIAL PROJECT  
FACILITATOR

RISK MANAGEMENT  
UNIT

DEPARTMENT OF  
EXTERNAL RELATIONS

REGIONAL AND  
SUSTAINABLE  
DEVELOPMENT  
DEPARTMENT

ECONOMICS AND  
RESEARCH  
DEPARTMENT

OFFICE OF  
COFINANCING  
OPERATIONS

European Representative  
Office  
Japanese Representative  
Office  
North American  
Representative Office

SOUTH ASIA  
DEPARTMENT

Resident Missions

Bangladesh  
India  
Nepal  
Sri Lanka

CENTRAL AND WEST  
DEPARTMENT

Resident Missions

Afghanistan  
Armenia  
Azerbaijan  
Georgia  
Kazakhstan  
Kyrgyz Republic  
Pakistan  
Tajikistan  
Uzbekistan

PRIVATE SECTOR  
OPERATIONS  
DEPARTMENT

EAST ASIA DEPARTMENT

Resident Missions

People's Republic of China  
Mongolia

SOUTHEAST ASIA  
DEPARTMENT

Resident Missions

Cambodia  
Indonesia  
Lao PDR  
Philippines  
Thailand  
Viet Nam

PACIFIC DEPARTMENT

Field Offices

Pacific Liaison and  
Coordination Office  
Pacific Subregional Office  
Papua New Guinea Resident  
Mission  
Special Liaison Office in  
Timor-Leste

CENTRAL OPERATIONS  
SERVICES OFFICE

OFFICE OF THE  
SECRETARY

OFFICE OF THE  
GENERAL COUNSEL

BUDGET, PERSONNEL  
AND MANAGEMENT  
SYSTEMS  
DEPARTMENT

OFFICE OF  
ADMINISTRATIVE  
SERVICES

CONTROLLER'S  
DEPARTMENT

TREASURY  
DEPARTMENT

OFFICE OF  
INFORMATIONS  
SYSTEMS AND  
TECHNOLOGY



## ADB

- **Makes loans**
- **Provides grants**
- **Provides technical assistance**
- **Offers advice and knowledge**





# Lending

(Total Lending as of 31 Dec 2008)

## Type of Loans

	US\$ mill.	%
Project Loans	89,753.4	63
Program Loans	29,811.2	21
Sector Loans	17,151.4	12
Nonsovereign Loans	5,125.0	4
Others (TA Loans, Special Assistance)	1,687.2	1
<b>Total</b>	<b>143,528.4</b>	<b>100</b>



# Lending

(Total Lending as of 31 Dec 2008)

## ADB Assisted Sectors

	\$ bill.	%
Agriculture & Natural Resources	17.06	12
Education	6.02	4
Energy	28.50	20
Finance	16.69	12
Health, Nutrition & Social Protection	3.29	2
Industry & Trade	5.72	4
Law, Economic Management & Public Policy	7.74	5
Transport and Communications	35.12	24
Water Supply, Sanitation & Waste Management	7.31	5
Multisector	16.07	11
<b>Total</b>	<b>143.53</b>	<b>100</b>



# Lending

(Total Lending as of 31 Dec 2008)

## Largest Borrowers

**2005**

PRC

Indonesia

Pakistan

Vietnam

Bangladesh

India

**2006**

PRC

Pakistan

India

Indonesia

Philippines

Vietnam

**2007**

Pakistan

Vietnam

India

PRC

Indonesia

Bangladesh

**2008**

India

PRC

Pakistan

Indonesia

Philippines

Vietnam



# **Technical Assistance**

## **Grant funds used for**

- **Preparing projects**
- **Providing advice**
- **Implementing projects**
- **Supporting regional activities**

## Technical Assistance Approvals

■ 2003 .....	\$ 174.9 million
■ 2004 .....	\$ 192.4 million
■ 2005 .....	\$ 197.1 million
■ 2006 .....	\$ 240.2 million
■ 2007 .....	\$ 252.6 million
■ 2008 .....	\$ 274.5 million



# Private Sector

## Products

- **Loan financing & syndication arrangements**
- **Equity investments**
- **Guarantees**
- **Trade finance facilitation**
- **Securitization**
- **Technical Assistance**

## Infrastructure (including PPPs)

- **Power Supply**
- **Water Supply**
- **Transport**
- **Telecommunications**

## Other

- **Industrial**
- **Agri-business**
- **Other project with significant economic merit**



# **Financial Resources**

## **Ordinary Capital Resources (OCR)**

## **Special Funds (SF)**

- **Asian Development Fund (ADF)**
- **Technical Assistance Special Fund (TASF)**
- **Japan Special Fund (JSF)**
- **Trust Funds**





# Lending Resources

(as of 31 Dec 2008)

## Ordinary Capital Resources

■ Capital Stock . . . . .	\$ 55.98 billion
■ Amount Paid-In . . . . .	\$ 3.94 billion
■ Callable Guarantees . . . . .	\$ 52.04 billion

## Asian Development Fund

■ Pledged . . . . .	\$ 30.65 billion
■ Contributed . . . . .	\$ 29.46 billion



# Technical Assistance Resources

(as of 31 Dec 2008)

## Technical Assistance Special Fund

- Funded by voluntary Contributions
- Allocations from OCR and ADF
- About **\$1.4** billion mobilized to date

## Japan Special Fund

- Administered by ADB
- About **\$1.0** billion mobilized to date



# **Cofinancing Resources**

## **ADB arranges Cofinancing from**

- **Official Sources (bilateral and multilateral)**
- **Export Credit Agencies**
- **Market Institutions such as:**
  - **Commercial Banks**
  - **Life Insurance Companies**
  - **Pension Funds**



# Procurement Statistics

## Procurement Ranking Goods and Works

(Project Loans – Country of Origin)

**2005**

**PRC**

**India**

**Bangladesh**

**Sri Lanka**

**Pakistan**

**Indonesia**

**2006**

**India**

**PRC**

**Pakistan**

**Bangladesh**

**Indonesia**

**Viet Nam**

**2007**

**PRC**

**India**

**Indonesia**

**Bangladesh**

**Pakistan**

**Viet Nam**

**2008**

**PRC**

**India**

**Pakistan**

**Viet Nam**

**Korea**

**Sri Lanka**



# Procurement Statistics

## Procurement Ranking Consulting Services (Loans & TAs)

**2005**

**Australia**

**India**

**USA**

**UK**

**Indonesia**

**2006**

**India**

**USA**

**Australia**

**UK**

**Indonesia**

**2007**

**India**

**USA**

**Australia**

**Indonesia**

**UK**

**2008**

**USA**

**India**

**Australia**

**UK**

**Indonesia**



# **Why pursue ADB contracts?**

**ADB funds development projects and programs in the Asia and Pacific Regions**

**2 0 0 8**

- **Loans**     \$ 10.5 billion for 86 Projects
- **Grants**   \$ 811.4 million
- **TAs**       \$ 274.5 million

**These projects generate contracts for Goods, Works, and Services**



# **Why pursue ADB contracts?**

## **2008 – 2020 Long Term Strategic Framework**

### **Five Core Specializations**

- **Infrastructure**
- **Environment including climate change**
- **Regional cooperation and integration**
- **Financial sector development**
- **Education**



# **Why pursue ADB contracts?**

## **Attractiveness of ADB contracts**

- **Funds are available**
- **Internationally accepted procurement procedures**
- **Equal opportunities for bidders from member countries**
- **ADB oversight**





# Where to find the ADB opportunity

**Finding the Opportunities**

**[www.adb.org](http://www.adb.org)**

# Where to find the ADB opportunity





**Asian Development Bank**

**Thank You!**