

Webinar

Scaling What Works: Private Sector Development as Catalyst for Growth in Southeast Asia 18 November 2025 | 4:00 – 5:15 PM, MNL time

Mobilizing private sector capital is crucial to addressing the multitrillion-dollar financing gap for development in Asia and the Pacific, which public funds alone cannot cover. To help bridge this gap, the Asian Development Bank (ADB), through its Strategy 2030, has prioritized private sector development as a key institutional focus. Since 2022, ADB has more than doubled its nonsovereign operations and aims to achieve \$13 billion in annual private investment by 2030, including \$4.5 billion in direct private capital mobilization.

In Southeast Asia's dynamic markets, private capital is key to driving sustainable growth and strengthening economic resilience across sectors such as digital infrastructure, clean energy, transport, urban infrastructure, and resilient supply chains. Rapid economic growth, urbanization, and population increases in the region have created a substantial infrastructure financing shortfall. To meet growing demand and to stay on track with 2030 climate targets, ADB estimates ASEAN's annual investment needs range between \$184 billion and \$210 billion. With limited public financing available, scaling up sustainable investment will require innovative financial mechanisms beyond traditional commercial debt finance, underpinned by consistent regional collaboration and strong policy support.

This webinar will explore how ADB is translating its ambition into impact through real-world case studies that showcase how it is strengthening private sector development and capital mobilization across the ASEAN region.

Participants will gain practical insights into how ADB's lending, guarantees, transaction advisory services, and technical assistance have supported market development and policy reform. They will also learn how governments and project sponsors can leverage ADB's full private sector development toolkit, including upstream policy support, blended finance, and risk-mitigation solutions to advance their priority initiatives.

The webinar is organized by the Green Finance Hub (GFH) of ADB's Southeast Asia Regional Department (SERD) and the ASEAN Catalytic Green Finance Facility (ACGF) in collaboration with ADB's Private Sector Development. It is hosted by ADB's Southeast Asia Development Solutions (SEADS) platform.

GFH provides crosscutting support to ADB's developing member countries in Southeast Asia to accelerate green investments and advance innovative financing solutions in response to the region's climate, energy, and financing needs. Managed by GFH, ACGF is an ASEAN Infrastructure Fund initiative owned by ASEAN governments and ADB that helps Southeast Asian countries prepare and finance environmentally sustainable infrastructure projects contributing to climate and sustainability goals.

Agenda (75 minutes)

Time	Topic and Speaker
4:00-4:05 PM [5 mins]	Welcome and Opening Snapshot <i>Moderator: Maria Joao Pateguana, Principal Investment Specialist, Southeast Asia Department, Asian Development Bank (ADB)</i> Why private sector development matters for Southeast Asia and how today's session will uncover "what works."
4:05-4:10 PM [5 mins]	Setting the Scene – Why Private Sector Development is a Gamechanger <i>Pratish Halady, Regional Head Private Sector Development, Southeast Asia Department, ADB</i> The Big Picture: How private sector development bridges financing gaps, supports CPS priorities, and mobilizes sustainable investment from private sector.
4:10-4:25 PM [15 mins]	Case Studies that Inspire <i>Two fast-paced showcases of innovation in action — with a focus on lessons learned</i> Frontier Seed SME Finance in Lao & Cambodia — Filling gaps with innovative instruments <i>Dominic Mellor, Principal Investment Specialist, Private Sector Operations Department, ADB</i> We-Fi in Vietnam — Unlocking women's entrepreneur through policy and finance <i>Adnan Rafiq, Senior Investment Specialist, Private Sector Operations Department, ADB</i>
4:25-4:35 PM [10 mins]	De-risking for Results: Blended Finance to Unlock Private Capital <i>Jaeyoung Wee, Investment Specialist (Blended Finance), Private Sector Operations Department, ADB</i>
4:35-4:55 PM [20 mins]	Moderated Dialogue: Lessons from Southeast Asia <i>ADB: Pratish Halady</i> <i>Frontier Seed (external) committee member: Patricia Sosrodjojo</i> <i>Ministry of Finance, Vietnam: Trinh Thi Huong</i> <i>The Global Energy Alliance for People and Planet (GEAPP), Vietnam: Sunita Dubey</i>
4:55-5:10 PM [15 mins]	Q&A
5:10-5:15 PM [5 mins]	Closing Takeaways <i>Pratish Halady, ADB</i>

BIOS

 Pratish Halady Regional Head Private Sector Development, Southeast Asia Department, ADB	Pratish Halady is an experienced development banker specializing in sustainable infrastructure, impact investing, and public–private partnerships (PPP). He has originated and closed transactions across the transport, environment, telecom, and renewable energy sectors. A founding member of the Asian Development Bank’s PPP advisory business, he has supported governments in developing sustainable PPP programs and mobilizing private capital for infrastructure. His previous roles include corporate recovery and special operations at ADB and infrastructure investment banking at Macquarie. He holds an MBA from the Wharton School and an MS from Carnegie Mellon University.
 Maria Joao Pateguana Principal Investment Specialist, Southeast Asia Department, ADB	Maria Joao Pateguana leads ADB’s Private Sector Development Unit in Hanoi. She has over 15 years of experience in financing infrastructure in the private sector, focusing on the energy, telecommunications, and transport sectors, with a more recent emphasis on blended finance instruments. Maria has worked throughout Africa and Asia with institutions such as AfDB, IFC, and ADB, and she has lived and worked in the Philippines, South Africa, Mozambique, and Tunisia. She graduated from Universidade Nova in Lisbon, Portugal, and holds an MBA from Melbourne University in Australia.
 Dominic Mellor Principal Investment Specialist, Private Sector Operations Department, ADB	Dominic Mellor has established a strong track record of turning ideas into tangible results. He has experience in formulating and executing strategic plans, creating ventures and investment vehicles, raising funds, and building teams. He also played a key role in launching several flagship initiatives, including ADB Frontier, ADB Ventures, and the Mekong Business Initiative. Lastly, he has extensive experience working in emerging and frontier markets across Southeast Asia, the Pacific, the Middle East, and Africa.

 Adnan Rafiq Senior Investment Specialist, Private Sector Operations Department, ADB	Adnan Rafiq is a Senior Investment Specialist in the Private Sector Financial Institutions Division at the Asian Development Bank. In this role, he has led numerous transactions across various regions, including South Asia, Central Asia, and Southeast Asia. He played a key role in deploying the We-Fi grant in Vietnam, which was part of the senior loan transactions he led. Through We-Fi, banks in Vietnam have been incentivized to increase lending to women, introduce new products and services for women-led SMEs, train staff on gender-specific requirements, and enhance their MIS to generate sexdisaggregated data. His transactions are closely aligned with ADB's strategic priorities, addressing poverty, promoting gender equality, and tackling climate change. Prior to joining ADB, Adnan worked in the private sector, spending a significant portion of his career with the investment banking arm of Credit Agricole, where he primarily focused on equity markets and M&A transactions. Adnan holds an MBA in finance from LUMS and is a graduate of University College London.
 Jaeyoung Wee Invetsment Specialist (Blended Finance), Private Sector Operations Department, ADB	Jaeyoung Wee is an Investment Specialist with the Blended Finance Team in the Private Sector Department at ADB. She has extensive experience working in the financial institution sector, managing sustainable and blended finance programs. Before joining ADB, Jaeyoung worked in financial institution banking at EBRD and was involved in the approval and implementation of one of the largest fund including GCF and various blended finance projects across Central Asia, Caucasus and Middle East regions. She has also lived and worked in UK, New Zealand, India and at the United Nations in Zimbabwe focusing on sustainable finance and private sector development. Jaeyoung graduated from University College London in the UK.
 Patricia Sosrodjojo Independent Investment Committee Member, Frontier Fund, ADB	Investor with global experience across private equity, venture capital and impact investing. Patricia focuses on emerging markets – particularly Southeast Asia - where she works to scale innovative, impact-driven ventures and empower female founders. She is a founding board member of the Indonesia Impact Alliance, leading efforts to channel capital into the country's impact sectors through blended finance and supporting emerging fund managers. Her background includes roles at Lehman Brothers, Booz Allen Hamilton, L.E.K. Consulting, Falcon House Partners, AC Ventures, and Seedstars. She specializes in investment strategy, portfolio growth, value creation, and impact measurement.

	She is passionate about building inclusive funding ecosystems that drive meaningful change and sustainable growth.
 Trinh Thi Huong Deputy Director General, Agency for Private Enterprise and Cooperative Development, Ministry of Finance, Viet Nam	Trinh Thi Huong has over 20 years of experience in enterprise development policy, focusing on supporting MSMEs and private sector growth. In her current role, she has led initiatives to create an enabling business environment for private enterprises and represents Viet Nam as the national focal point for MSMEs in ASEAN and APEC. She has contributed to shaping key legal and policy frameworks that strengthen the private sector and support MSMEs. She is passionate about promoting women-led enterprises, sustainable business models, and ESG-driven innovation, and she has actively worked to drive inclusive and responsible business transformation. She was honoured as the Schwab Foundation Public Social Innovator of the Year 2025 by the Schwab Foundation in partnership with the World Economic Forum and the Motsepe Foundation.
 Sunita Dubey Senior Advisor and Energy Transition Expert	Sunita Dubey is an energy transition and climate expert with 25+ years of experience advancing clean energy and climate solutions globally. She advises governments, development partners, and private investors, and serves on advisory boards for organizations driving climate innovation. Sunita specializes in shaping national and regional energy strategies, mobilizing blended finance for emerging technologies such as battery storage, and forging cross-sector alliances to accelerate clean energy & climate action. A published author and advocate for gender-responsive solutions, she is committed to delivering scalable pathways toward a resilient, equitable, and net-zero future.