



Asian Development Bank

Business Opportunities Fair

ADB Headquarters

Manila 16-17 November 2009

The views expressed in this presentation are the views of the author/s and do not necessarily reflect the views or policies of the Asian Development Bank, or its Board of Governors, or the governments they represent. ADB does not guarantee the accuracy of the data included in this presentation and accepts no responsibility for any consequence of their use. The countries listed in this presentation do not imply any view on ADB's part as to sovereignty or independent status or necessarily conform to ADB's terminology.



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**

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

REGIONAL AND SUSTAINABLE DEVELOPMENT DEPARTMENT

ECONOMICS AND RESEARCH DEPARTMENT

OFFICE OF COFINANCING OPERATIONS

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

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 INFORMATION 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
Total	143,528.4	100



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
Total	143.53	100



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

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

2006

2007

2008

Australia

India

India

USA

India

USA

USA

India

USA

Australia

Australia

Australia

UK

UK

Indonesia

UK

Indonesia

Indonesia

UK

Indonesia



Why pursue ADB contracts?

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

2008

- **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**

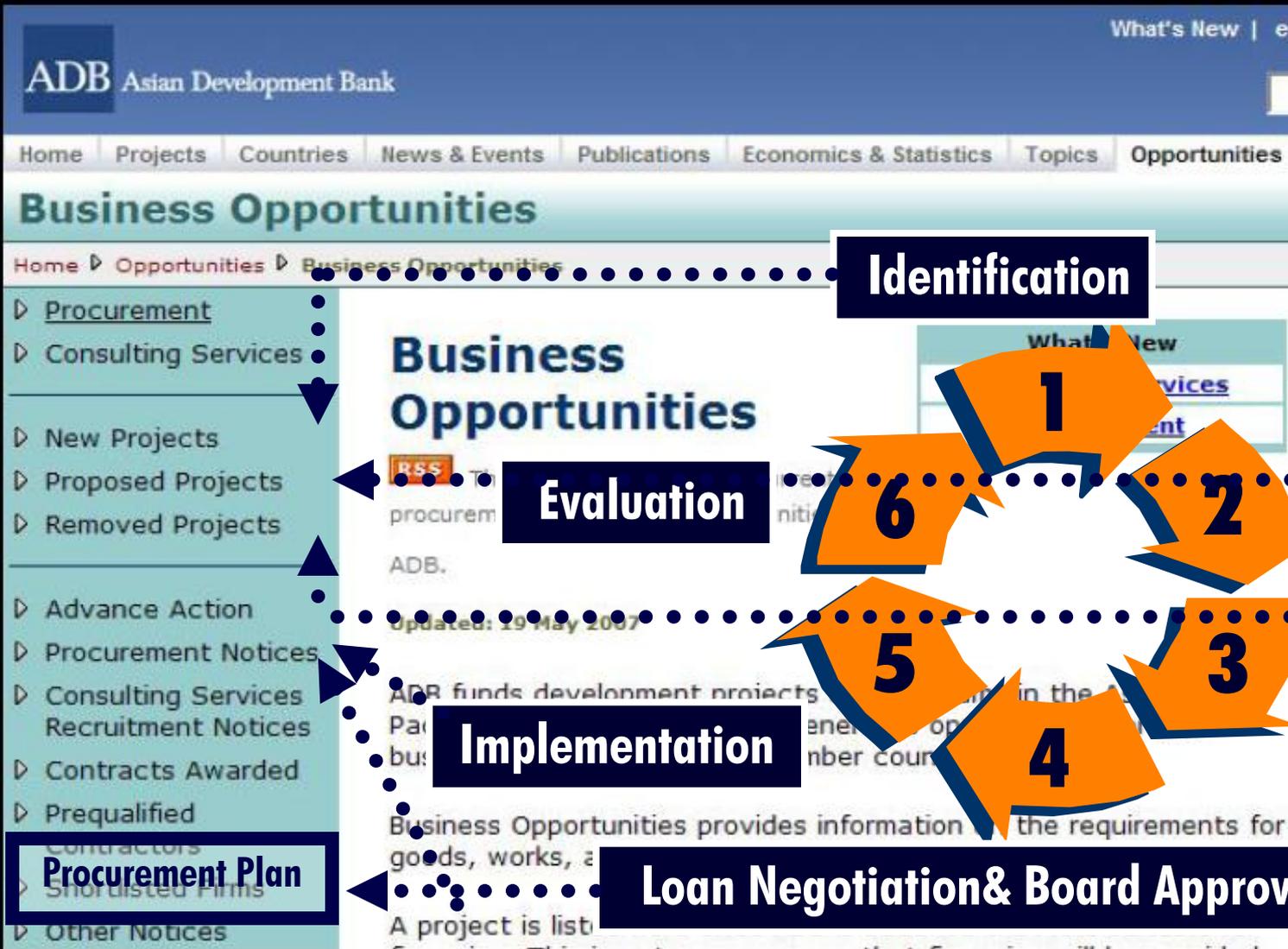


Where to find the ADB opportunity

Finding the Opportunities

www.adb.org

Where to find the ADB opportunity



Identification

Preparation

Appraisal

Loan Negotiation & Board Approval

Implementation

Evaluation

Procurement Plan



Asian Development Bank

Thank You!