



Business Opportunities Fair



Asian Development Bank
BUSINESS
OPPORTUNITIES
■ F A I R ■



ADB Headquarters, Manila, Philippines | 21-22 March 2012

Introducing ADB

Why do Business with ADB?

21 March 2012

Hamid Sharif
Principal Director
Central Operations Services Office
Asian Development Bank



Welcome



- **The Role of the Asian Development Bank**
- **Fundamental Principles of ADB's Procurement Guidelines**
- **ADB Business Opportunities**



Asian Development Bank



A regional multilateral development bank ...

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

Our shared vision is of an Asia and Pacific region free of poverty: a vision of thriving, modern economies well integrated with each other and with the world.

Haruhiko Kuroda
President, Asian Development Bank



ADB Portfolio



Strategic Agendas

- Inclusive Social Development
- Environmental Sustainability
- Regional Cooperation for poverty reduction

Five Core Specializations

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

ADB's Long-Term Strategic Framework: Strategy 2020 (published 2008)
<http://www.adb.org/documents/Policies/Strategy2020/Strategy2020-print.pdf>



ADB's Partners



- **Governments**
- **Private sector**
- **Non-government organizations**
- **Development agencies**
- **Community-based organizations**
- **Foundations**
- **Professional Organizations**

**Almost all
ADB
projects
rely on
Consultants
and
Contractors**



Lending Resources*



Ordinary Capital Resources

- Capital Stock \$ 162.49 billion
- Amount Paid-In \$ 8.15 billion
- Callable Guarantees \$ 154.34 billion

Asian Development Fund

- Contributed \$ 36.45 billion

* At 30 December 2011



ADB Assistance



Main Instruments

Operations

Disbursement

■ Loans	2011: \$12.6bn	2011: \$7.7bn
■ Grants	2011: \$844m	2011: \$674.0m
■ Technical Assistance	2011: \$359m	2011: \$227.7m
■ Advice and Knowledge Management		

Lending

- Dominantly in public sector to Government
- ADB assists private enterprises in developing countries through equity investments, guarantees, and loans.
- AAA credit rating helps mobilize funds for development activities

Largest Borrowers

2007	2008	2009	2010	2011
Pakistan	India	Indonesia	India	India
Viet Nam	PRC	PRC	PRC	PRC
India	Pakistan	Viet Nam	Bangladesh	Viet Nam
PRC	Indonesia	India	Viet Nam	Pakistan
Indonesia	Philippines	Philippines	Indonesia	Uzbekistan
Bangladesh	Viet Nam	Bangladesh	Uzbekistan	Bangladesh



Why pursue ADB contracts?

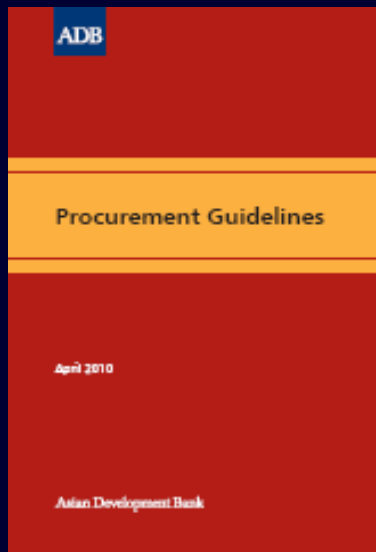
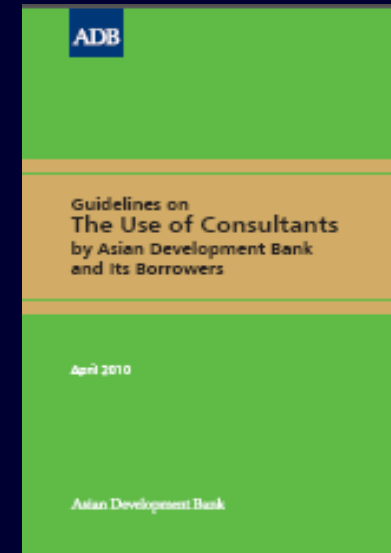


ADB Oversight

- **ADB (under TAs) or Borrower select and recruit Consultants**
- **The Borrower (Executing Agency) is responsible for all procurement of goods and works**
- **ADB reviews the procurement activities to ensure that the ADB Guidelines are followed**

Guidelines

- Policies and procedures on the selection, contracting and monitoring of consultants for loan and technical assistance projects, conducted by ADB or Borrower/Executing Agencies**



- Policies and procedures for the procurement of goods and works conducted by the Borrower/Executing Agencies**

Fundamental Principles

- **Transparency**
- **Fairness**
- **Economy and Efficiency**
- **Promotion of Domestic Industries**
- **Source of Goods & Services (Eligibility)**



ADB Anticorruption



Fairness is a two-way process



Goods and Works - Contracts Awarded



**(Loans and Grants)
2009 - 2011**

	\$100,000 - \$1M	\$1M - \$20M	above \$20M
Average Number of Contracts per year	2,921	922	100
Average Contract Size	\$400,000	\$4m	\$52m
Cumulative Value of Contracts Awarded (2009-2011)	\$3.3bn	\$10.5bn	\$15.8bn



Consulting Services - Contracts Awarded

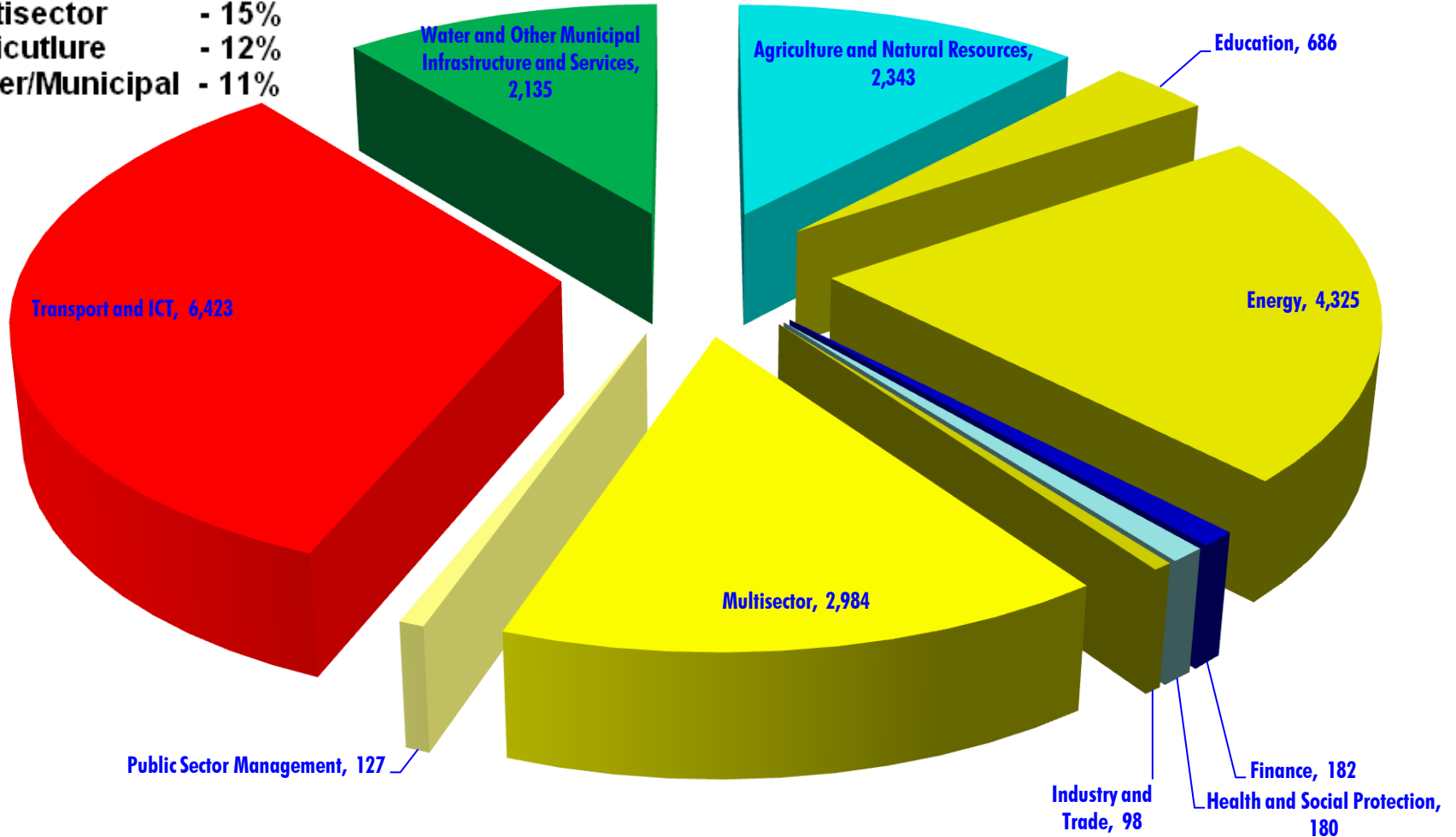


2009-2011	Average No. of Contracts per year			Average Contract Size		Cumulative Value of Contracts Awarded (2009-2011)	
	TOTAL	Firms	Individuals	Firms	Individuals	Firms	Individuals
ADB Administrative Budget (Staff Consultants)	1,142	49	1,093	\$80,000	\$20,000	\$11.7m	\$77.5m
ADB Technical Assistance	1,969	192	1,777	\$620,000	\$40,000	\$357.5m	\$201.6m
ADB Loans	632	-	-	-	-	-	-

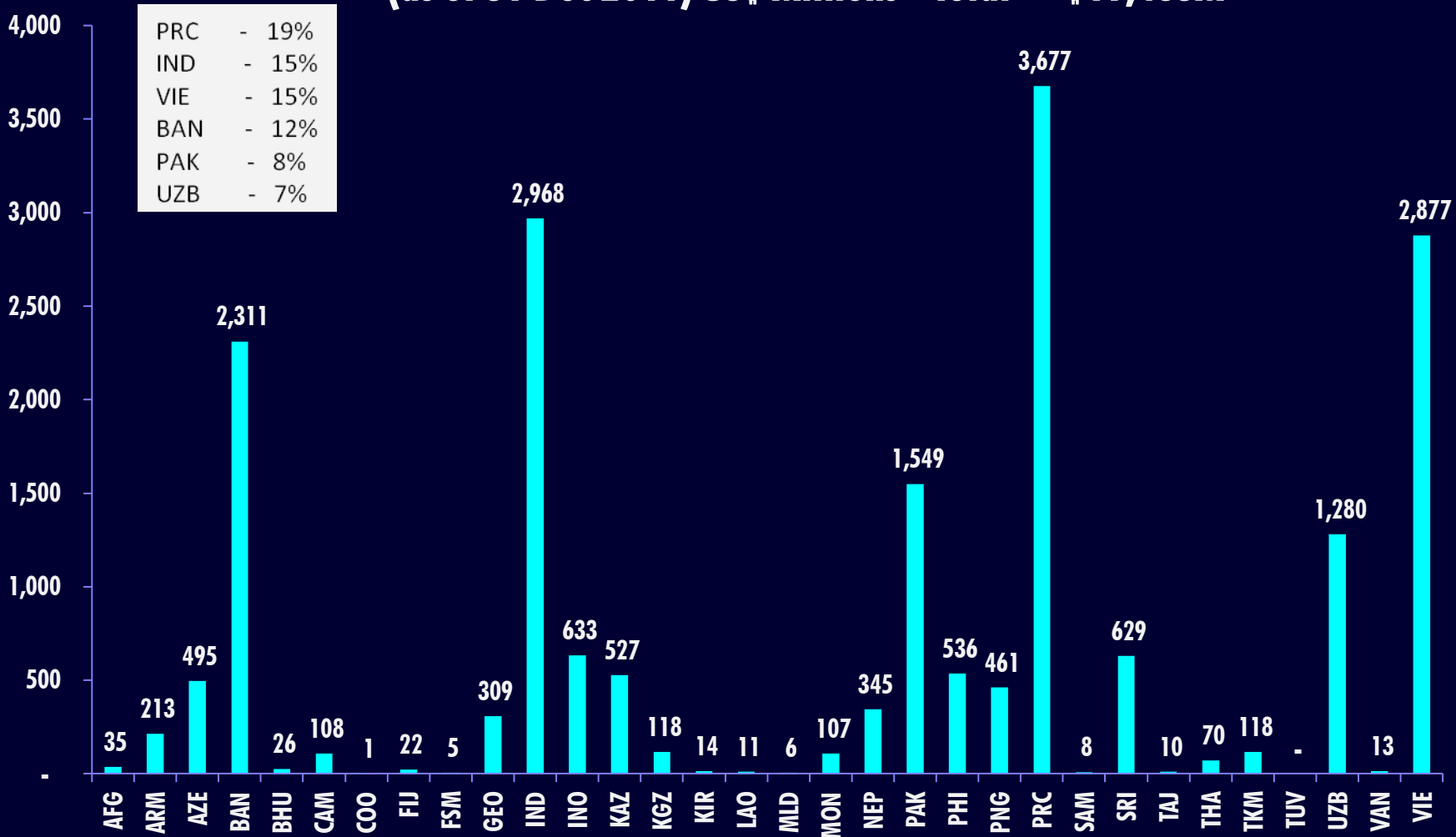
ADB's opportunities... 1

- Transport/ICT** - 33%
- Energy** - 22%
- Multisector** - 15%
- Agriculture** - 12%
- Water/Municipal** - 11%

Uncontracted Loan Funds - by Sector
(in US\$ mil, at 31 Dec 2011) - Total = \$19,483M



Uncontracted Loan Funds by Country
 (as of 31 Dec 2011) US\$ Millions - Total = \$19,483M



Locations to consider for Business Development:

Solomon Islands, Papua New Guinea,
Timor Leste and other Pacific States
Afghanistan,
Cambodia,
Pakistan



Local operating considerations

- **Logistics – transport methods, time, frequency, customs procedures and cost**
- **Availability of resources in country - raw materials, equipment, spare parts, skilled and unskilled labor**
- **Insurances**
- **Security - personnel, site, supply chain**
- **Financing – bid security, cash flow, currency controls and risks**
- **Geophysical conditions**

Possible sources of assistance:

- **Government trade bodies and embassies (trade missions)**
- **Alliances or Joint Ventures with local organizations**
- **Local Consultants**
- **Security Advisors**



ADB Opportunities and partnerships



- **Business Opportunities Seminars**
- **Trade Bodies and Associations**
- **Official ADB LinkedIn Networking Sites**
 - **ADB Suppliers Network:**
<http://www.linkedin.com/e/qfo72y-gkf172wo-r/vgh/3796532/>
 - **ADB Consultants Network:**
<http://www.linkedin.com/e/qfo72y-gkf0zuh8-6r/vgh/3796524/>



ADB Consultants Network



LinkedIn Account Type: Basic

Sarah Cotgreave Add Connections

Home Profile Contacts Groups Jobs Inbox 80 Companies News More

Groups Search...



ADB Consultants Network

Discussions Members Promotions Jobs Search Manage More...

Post a promotion | Group rules

- Member search »
- Archive search »
- All Promotions
- Promotions You've Started
- Promotions You've Joined
- Promotions You're Following

Recent Activity

Professional discussion and meeting space for over 500 Consultants globally interested in ADB opportunities, also provides details of ADB's "Business Opportunity" seminars and fairs



Marciano (Butch) D. de la Cruz, Jr. 3rd ADB Business Opportunities Fair, 21-22 March 2012, ADB Headquarters, Manila, Philippines

The 3rd ADB Business Opportunities Fair (3rd BOF 2012), which will take place on 21 – 22 March 2012, is a one-stop educational and networking forum for consultants, contractors, manufacturers, and suppliers from ADB member...

3 months ago · Like · Comment · Delete · Flag



Sarah Cotgreave ADB Business Opportunities Seminar - London, UK - 7 November 2011

This seminar for consultants and suppliers is being organized by: Sue Davie British Expertise 10 Grosvenor Gardens London SW1W 0DH Email: sd@britishexpertise.org

4 months ago · Like · Comment · Delete · Flag



Sarah Cotgreave ADB Business Opportunities Seminar - Wuhan City, PRC - 24-25 October

This Seminar for consultants will be held in Wuhan City, Hubei Province, People's Republic of China. Please Contact: China National Association of Engineering Consultants (CNAEC) 11/F, East Wing of Sichuan Mansion No. 1...

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Sarah Cotgreave ADB Business Opportunities Seminar - Kuala Lumpur - 13-14 October 2011

Kuala Lumpur at Maytower Hotel & Serviced Residence, Jalan Munshi, Abdullah Contact: Diyana Mohd Zaid International Division Construction Industry Development Board Malaysia Tel: +603 2617 0345/603 2617 0200 Fax...



Partnerships working in ADB DMCs



Finding Partners:

- This Fair
- Trade Bodies
- 2 official ADB LinkedIn Networking Sites
 - ADB Suppliers Network:
<http://www.linkedin.com/e/qfo72y-gkf172wo-r/vgh/3796532/>
 - ADB Consultants Network:
<http://www.linkedin.com/e/qfo72y-gkf0zuh8-6r/vgh/3796524/>



We look forward to working with our stakeholders and development partners to fight poverty in Asia and the Pacific.



Thank you