



Business Opportunities Fair



Introducing ADB **Why do Business with ADB?** **20-21 March 2013**

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Welcome



- The Role, Strategy and Operations of the Asian Development Bank
- ADB Procurement and its Fundamental Principles
- ADB Business Opportunities



What is ADB?



A regional multilateral development bank ...

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

Vision:

Asia and the Pacific free of poverty.

- Inclusive economic growth
- Environmentally sustainable growth
- Regional cooperation and integration





Asia has the world's largest infrastructure gap

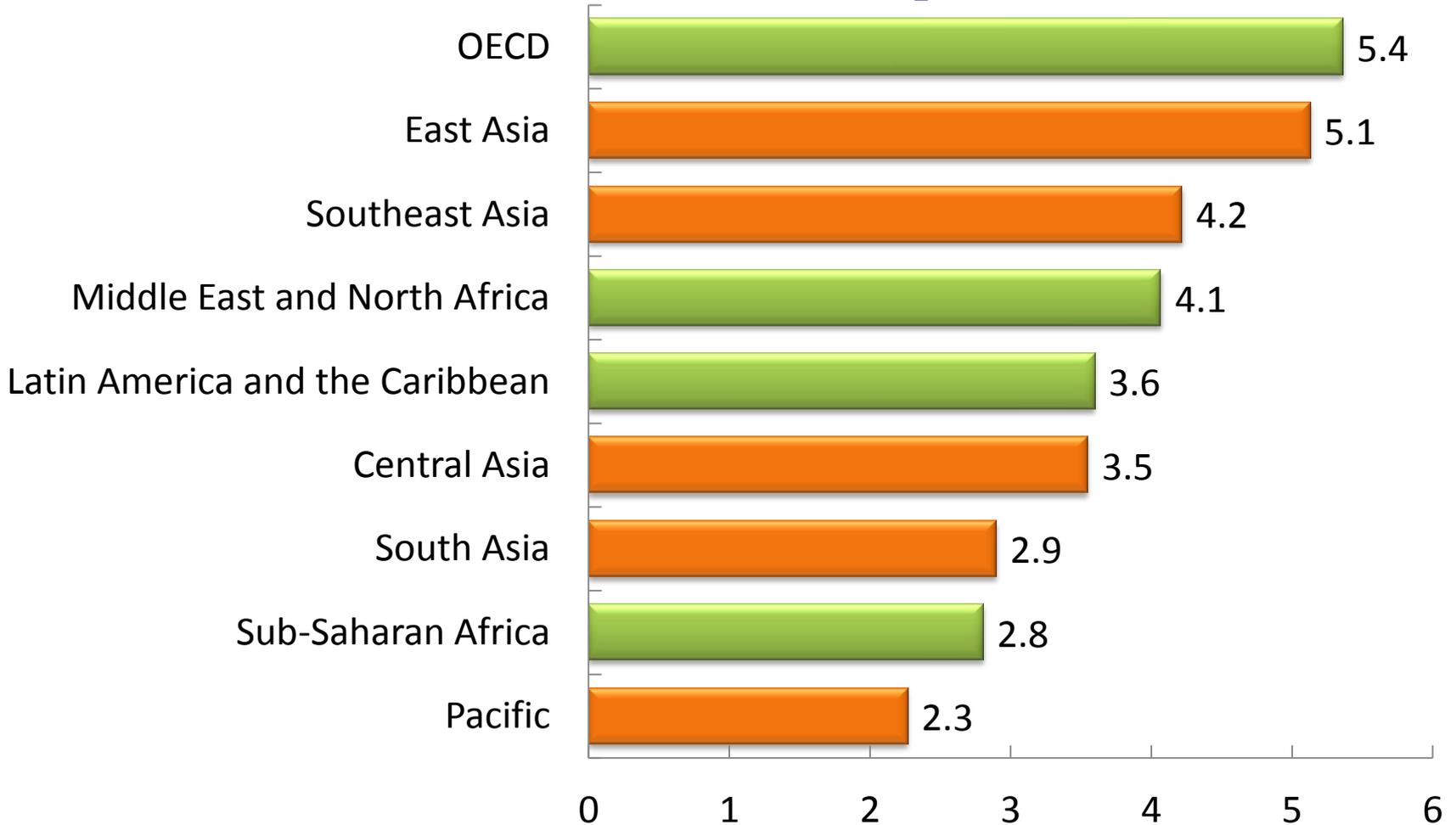
Number of People without Access to Infrastructure in the Asia and Pacific Region

Water and Sanitation	900 million people
Electricity	800 million people
Roads	1.2 billion people
Internet	80% of Asia

Source: Various reports compiled by ADB



Asia's overall infrastructure score* is relatively low

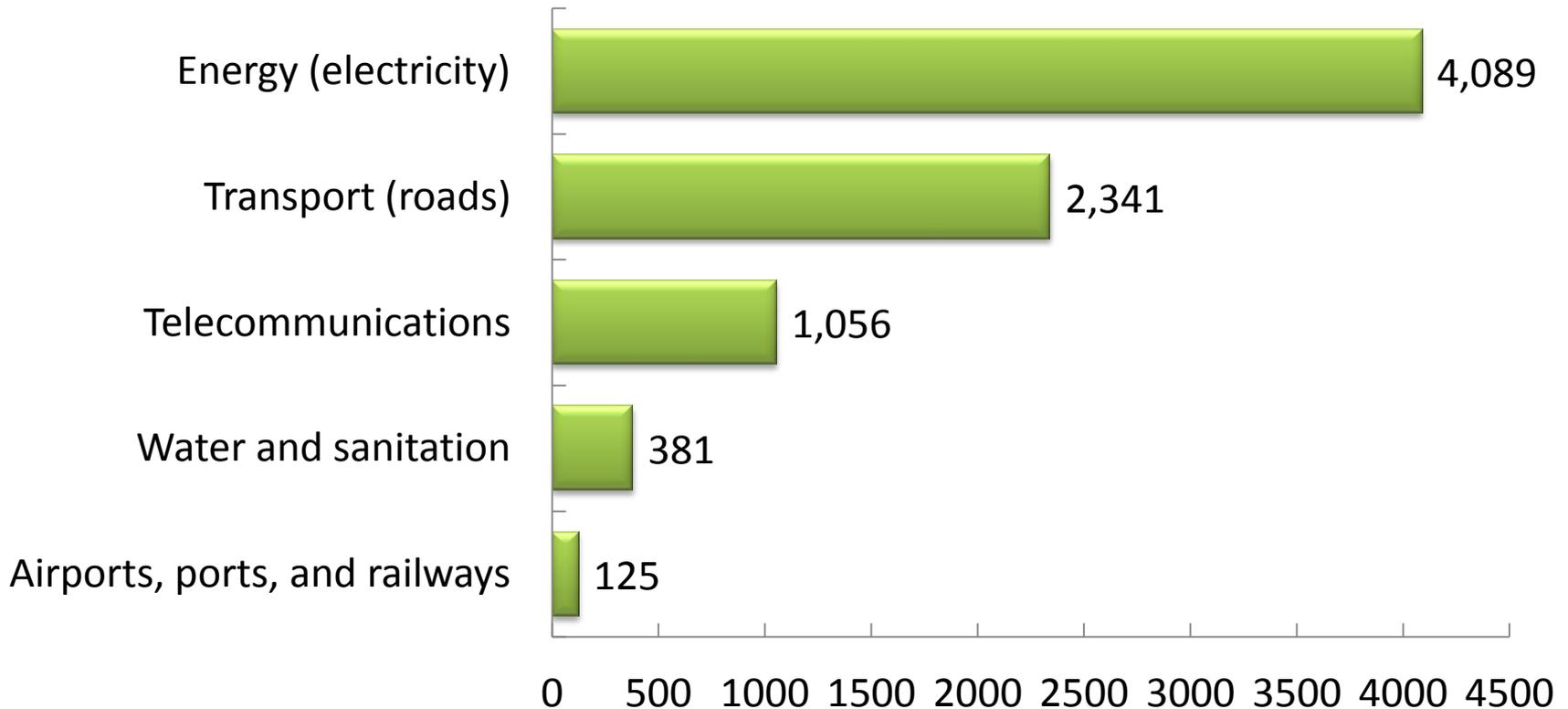


Source: Global Competitiveness Report 2012-2013

*1 = extremely underdeveloped to 7= extensive and efficient

Asia's financing requirements are large

Asia's infrastructure needs, 2010–2020
(in 2008, \$ billion)



Source: ADB, 2009. Infrastructure for a Seamless Asia. Manila

⇒ **Total of \$8.3 trillion (2010–2020) or \$750 billion/year**

ADB's core operations

- Infrastructure
- Environment
- Regional cooperation
- Finance sector
- Education

Drivers of Change

- Private sector development and private sector operations
- Good governance and capacity development
- Gender equity
- Knowledge solutions
- Partnerships

ADB Operations

Main Instruments

- Loans and Grants
- Technical Assistance
- Advice and Knowledge Management

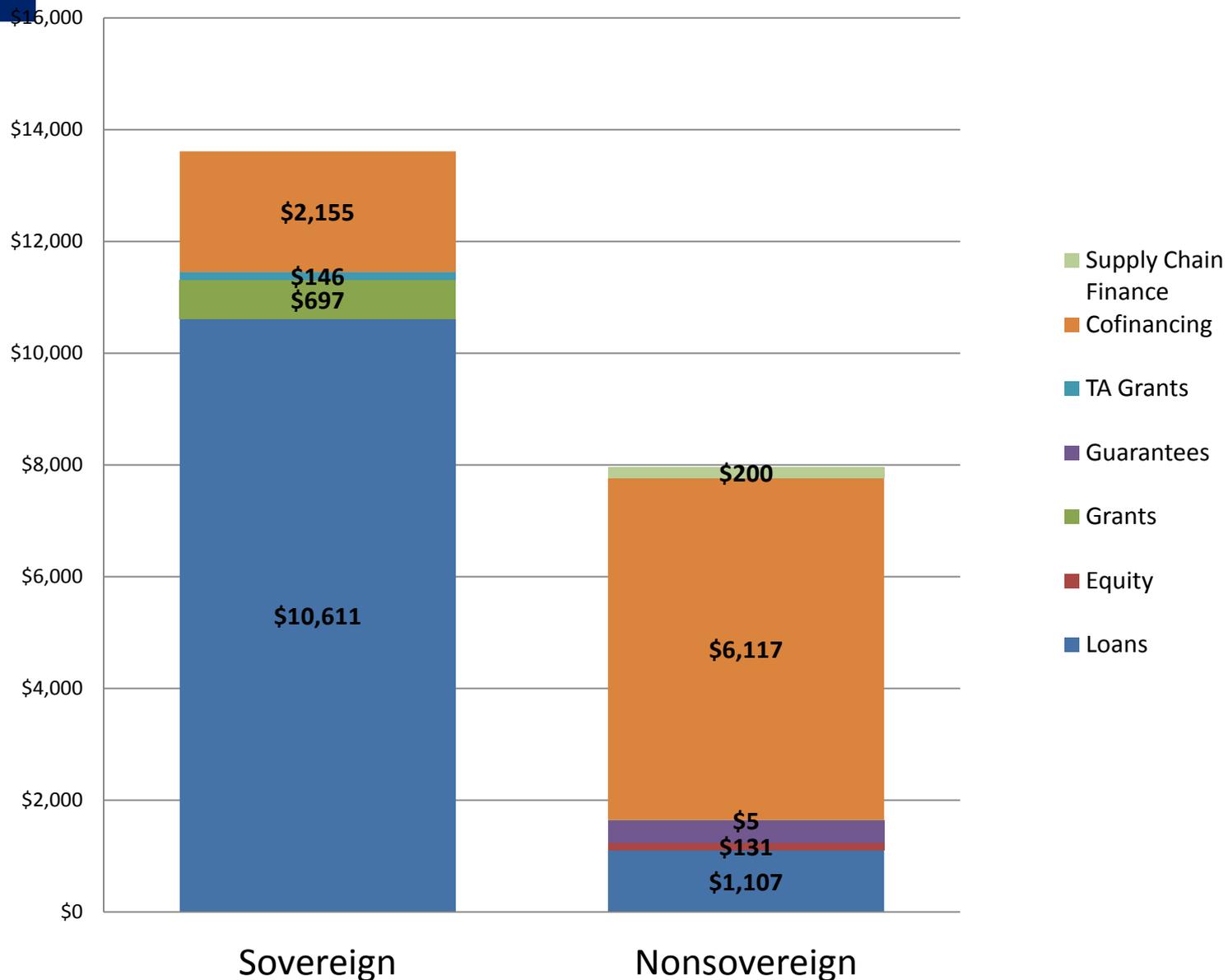
Lending

- 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

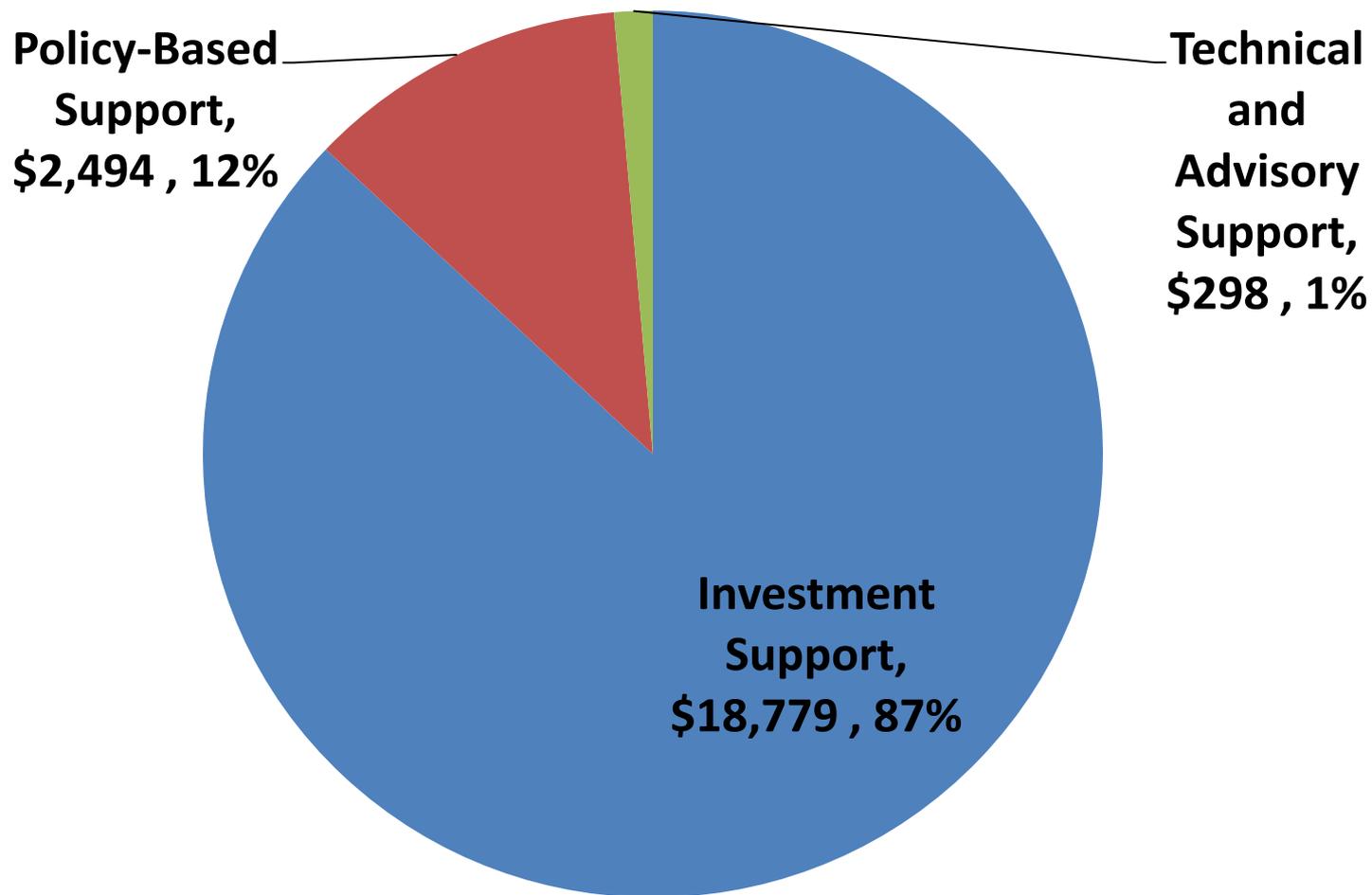
ADB Operations (\$million)

	2011	2012
Ordinary Capital Resources	11,306	10,136
Loans	10,651	9,402
Guarantees	417	403
Equity Investments	239	131
Supply Chain Finance ²	-	200
Special Funds Resources	2,716	3,164
Asian Development Fund	2,552	3,009
Loans ³	1,955	2,316
Grants	597	693
Technical Assistance Special Fund	139	142
Other Special Funds	25	13
Grants ⁴	17	4
Technical Assistance Grants	8	9
Subtotal	14,022	13,299
Cofinancing	7,694	8,272
Project Cofinancing	7,483	8,125
Technical Assistance Cofinancing	210	147
TOTAL	21,716	21,571

Sovereign and Non sovereign Approvals (in \$ million)



Approvals by Modality (in \$ million)

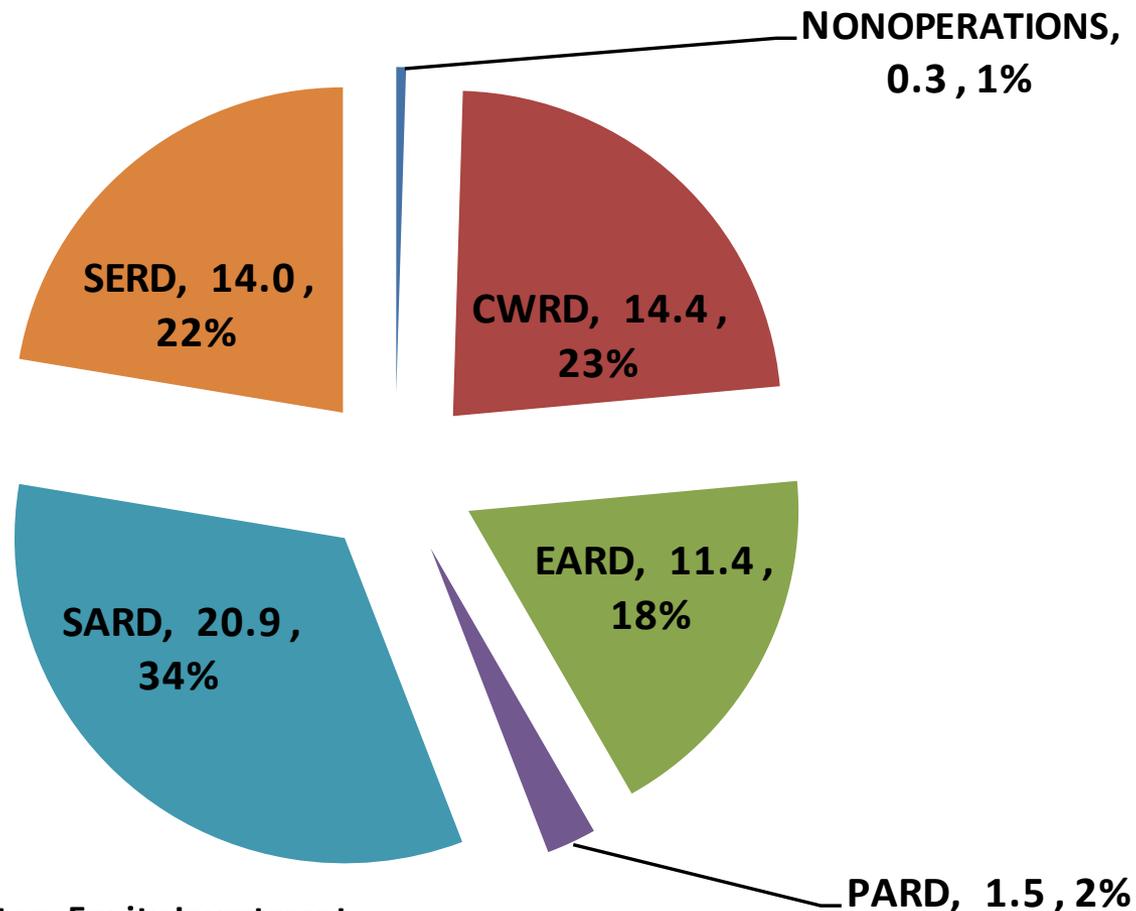


Largest Borrowers

2010	2011	2012
India	India	India
PRC	PRC	PRC
Bangladesh	Viet Nam	Viet Nam
Viet Nam	Pakistan	Indonesia
Indonesia	Uzbekistan	Bangladesh
Uzbekistan	Bangladesh	Philippines

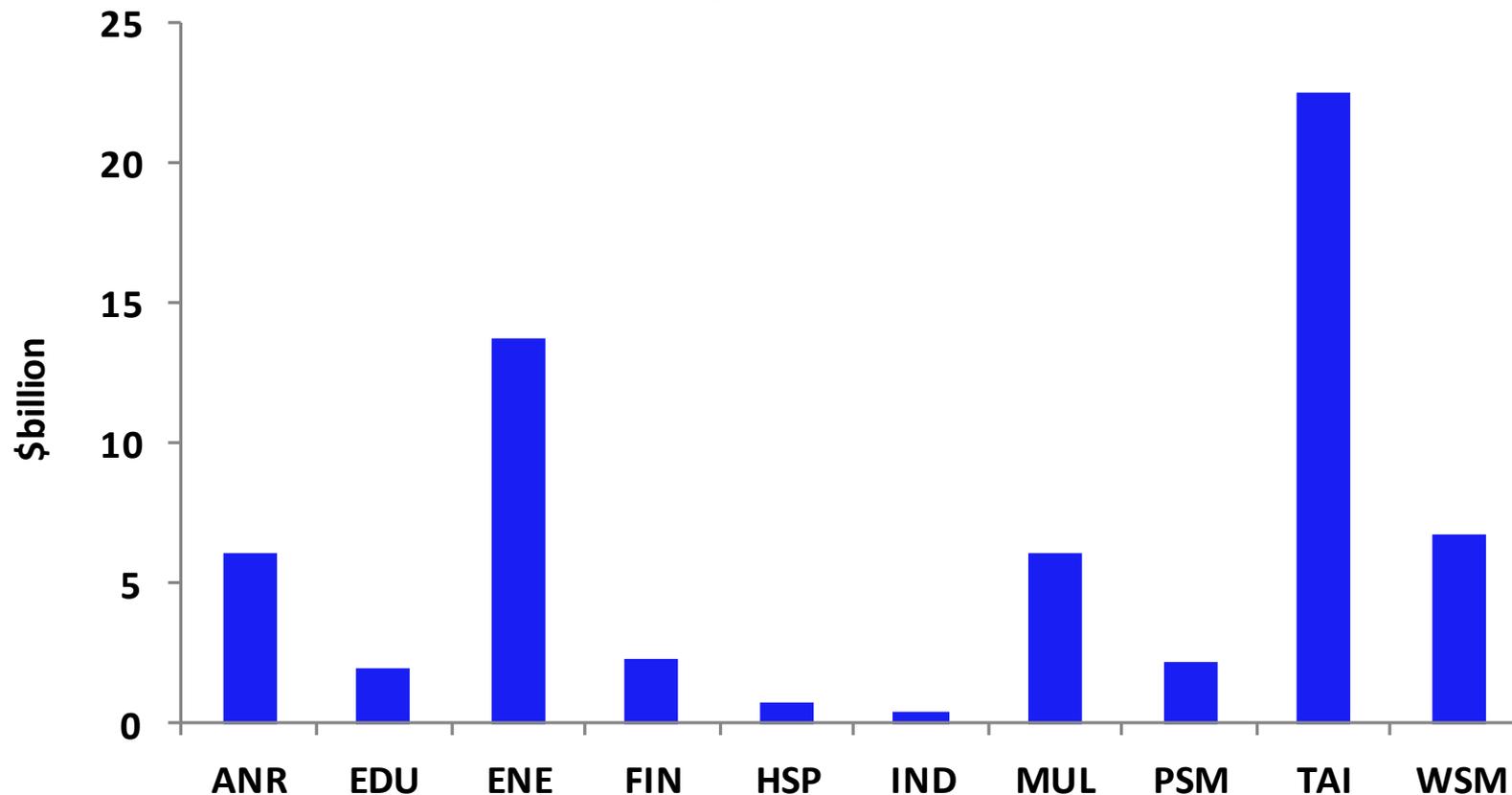
Portfolio Distribution

2012 Active Portfolio - \$62.5 billion by Department



* Loans, Grants, TA, Guarantee, Equity Investment

2012 Active Portfolio by Sector



* Loans, Grants, TA, Guarantee, Equity Investment

Who does ADB work with?

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

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



ADB Procurement

ADB Oversight

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

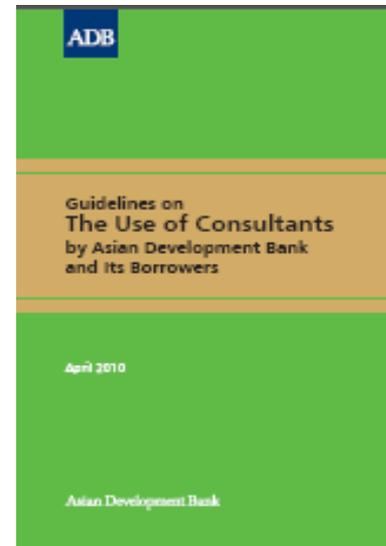


Procurement and Consulting Services Guidelines

Policies and procedures on the selection, contracting and monitoring of suppliers, contractors and consultants

Fundamental Principles

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





Goods and Works - Contracts Awarded

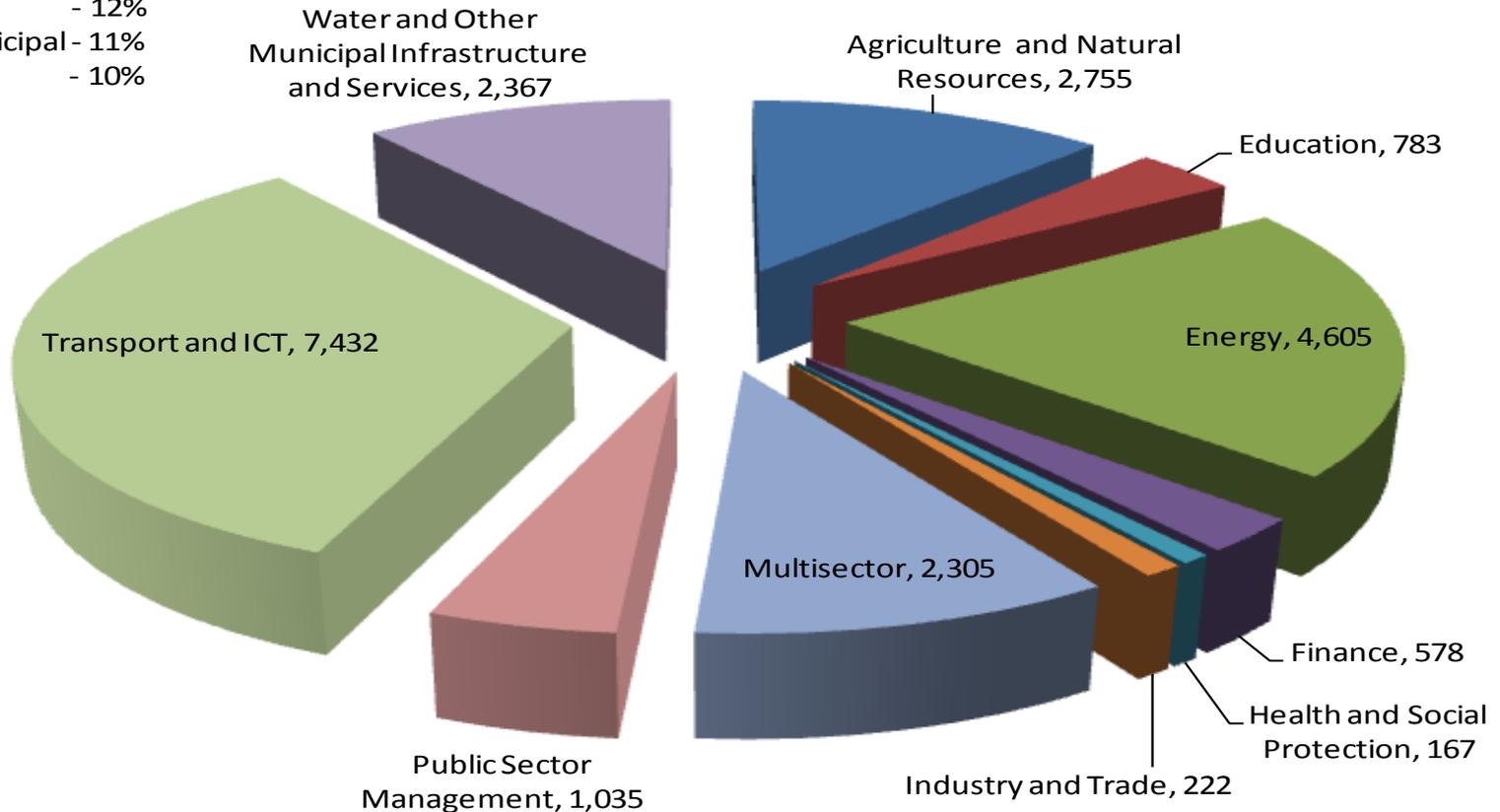
Loans and Grants (2010 -2012)	\$100,000-\$1 million	\$1-20 million	Above \$20 million
Average Number of Contracts per year	2,352	748	66
Average Contract Size	\$0.3 million	\$4.1 million	\$53.5 million
Total Value of Contracts Awarded (Average 2010-2012)	\$0.8 billion	\$3.1 billion	\$3.5 billion

Consulting Services- Contracts Awarded

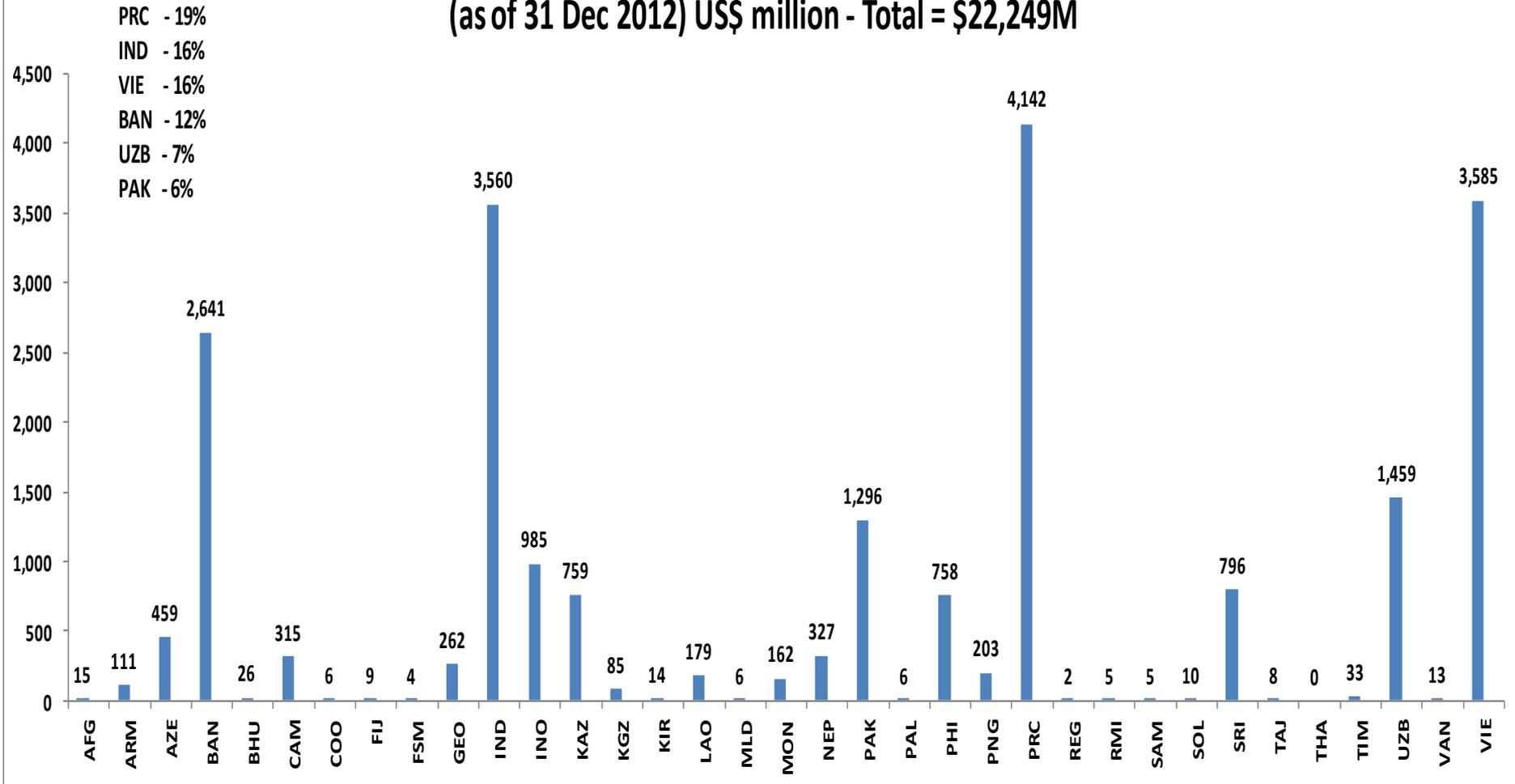
2010 -2012	Average No. of Contracts per year			Average Contract Size		Annual Average Value of Contracts Awarded (\$ million)	
	Total	Firms	Indiv.	Firms	Indiv.	Firms	Indiv.
ADB Administrative Budget (Staff Consultants)	1,261	47	1,214	\$97,247	\$21,950	\$4.6	\$26.6
ADB Technical Assistance	2,037	188	1,849	\$600,115	\$38,886	\$112.8	\$71.9
ADB Loans	562	562		\$457,270		\$256.9	

Uncontracted Loan Funds - by Sector (in US\$ million, at 31 Dec 2012) - Total = \$22,249M

- Transport/ICT - 33%
- Energy - 21%
- Agriculture - 12%
- Water/Municipal - 11%
- Multisector - 10%



Uncontracted Loan Funds by Country
 (as of 31 Dec 2012) US\$ million - Total = \$22,249M





Locations to consider for Business Development



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



So why do Business with ADB?



- Join a worthy development mission
- \$21 billion of business opportunities
- A broad range of opportunities across Asia, sectors and thematic areas
- Working with ADB can unlock the door for business in emerging economies
- ADB is your partner and oversees procurement to ensure fairness and transparency