

BUSINESS
OPPORTUNITIES
FAIR



ADB Headquarters, Manila, Philippines



7th ADB Business Opportunities Fair

Introducing ADB

By: Ramesh Subramaniam, Director General, Operations Services
and Financial Management Department

16 March 2016

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.

ADB

Outline

- Part 1: ADB's Presence, Strategy and Development Context
- Part 2: ADB's Operations & Business Opportunities

Part 1: ADB's Presence, Strategy and Development Context

ADB's Presence



HQ in Manila



29 Resident Missions & 3 Rep Offices
(Tokyo; Frankfurt; Wash DC)



- Total Capital Stock: \$188 billion from 1 Jan 2017 (Paid-in and Retained Income of \$53 billion; Callable Capital of \$135 billion)
- About 3,000 staff

ADB Strategy 2020



Vision:

Asia and the Pacific free of poverty.

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

Development Context 1

- Evolving challenges for DMCs and MICs
- Changing delivery mechanisms



Development Context 2: Subset of Challenges facing DMCs

Addressing
Inequities
and
Disparities

Global
Warming &
Competition
for Finite
Resources

Resource
Efficiency

Growth to
Quality of
Life

Financial
Transformation
& Emerging
Market Concerns

Innovation &
Technology
Solutions

Rapid
Urbanization

Avoiding the Middle Income Trap

Growing Focus on Results

- **Corporate level:**
Development
Effectiveness (DEFR)
- **Country level:**
Country Partnership
and Strategy (CPS
Results Framework)
- **Project and
program level:**
Design and
Monitoring Framework
(DMF)



Part 2: ADB's Operations and Business Opportunities

ADB Operations

Main Instruments

- Loans and Grants
- Technical Assistance
- Finance ++:
 - Significant leveraging through official and commercial co-financing
 - Policy Advice, Knowledge Provision & Capacity Development

Lending

- Sovereign engagement with Governments
- Non-Sovereign lending to private/corporatized enterprises in developing countries through loans, equity investments, guarantees
- AAA credit rating helps mobilize funds for development activities

ADB 2006-2015 Approvals

Table 1: Approvals*, 2006–2015
(\$million)

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Sovereign	7,115	9,415	9,310	13,702	11,361	11,344	11,127	12,589	11,571	13,669
Nonsovereign	805	981	1,400	1,474	1,240	1,561	1,375	1,539	1,918	2,626
Subtotal	7,920	10,396	10,709	15,176	12,601	12,905	12,502	14,128	13,490	16,295
Technical Assistance	148	161	189	202	174	145	151	155	159	141
Cofinancing	1,541	1,135	5,085	5,355	5,162	7,324	8,272	6,645	9,222	10,735
Total Operations	9,609	11,691	15,983	20,733	17,936	20,374	20,925	20,928	22,871	27,171

* Approvals include loans, grants, equity investments, and guarantees.

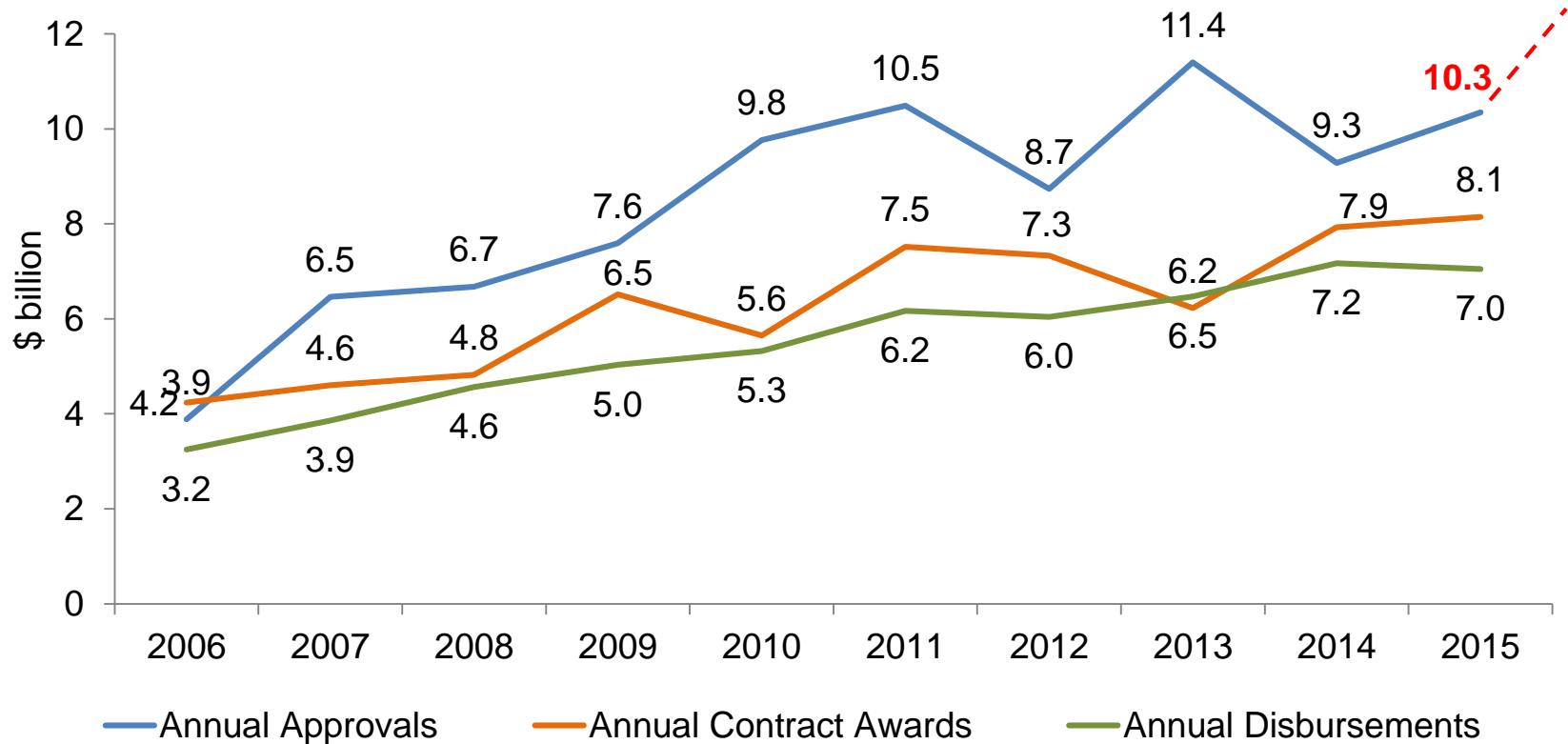
Source: Operations Services and Financial Management Department, ADB.

ADB 2014-2015 Operations (\$ million)

Approvals by Financing Source, 2014-2015 (\$ million)

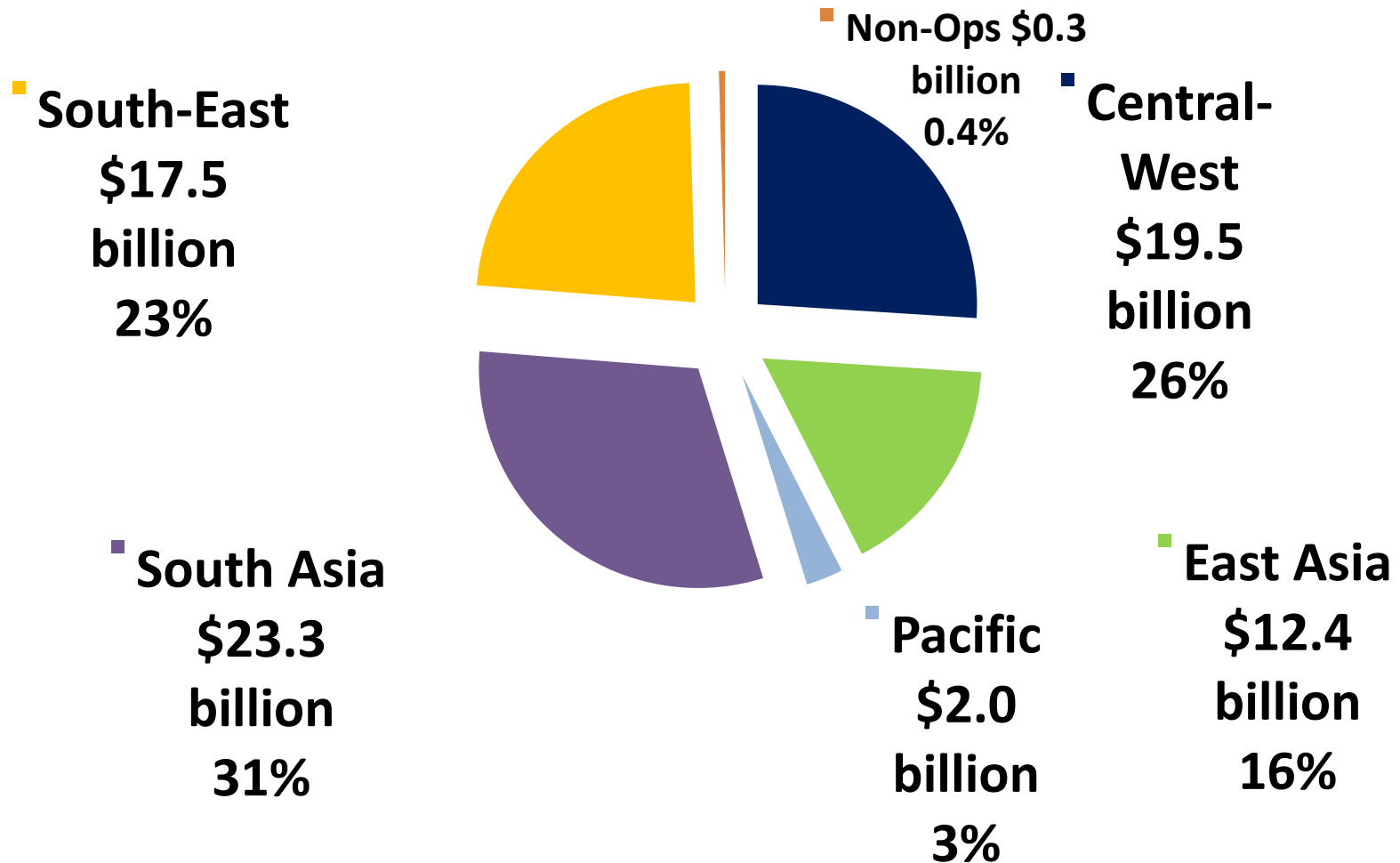
	2014	2015
Project Approvals		
Ordinary Capital Resources	10,399	13,416
Loans	10,194	12,941
Guarantees	20	341
Equity Investments	185	134
Asian Development Fund	3,091	2,872
Loans	2,686	2,514
Grants	405	358
Special Funds⁴	0	7
Grants	0	7
Subtotal	13,490	16,295
Technical Assistance		
Technical Assistance Special Fund	152	139
Special Funds	7	3
Subtotal	159	141
Subtotal of OCR, ADF and Special Funds	13,649	16,436
Cofinancing Including Trust Funds		
Project Cofinancing	9,077	10,610
Technical Assistance Cofinancing	144	125
Subtotal	9,222	10,735
ADI TOTAL	22,870	27,171

Annual Approvals, Contract Awards, Disbursements (Projects, OCR & ADF)

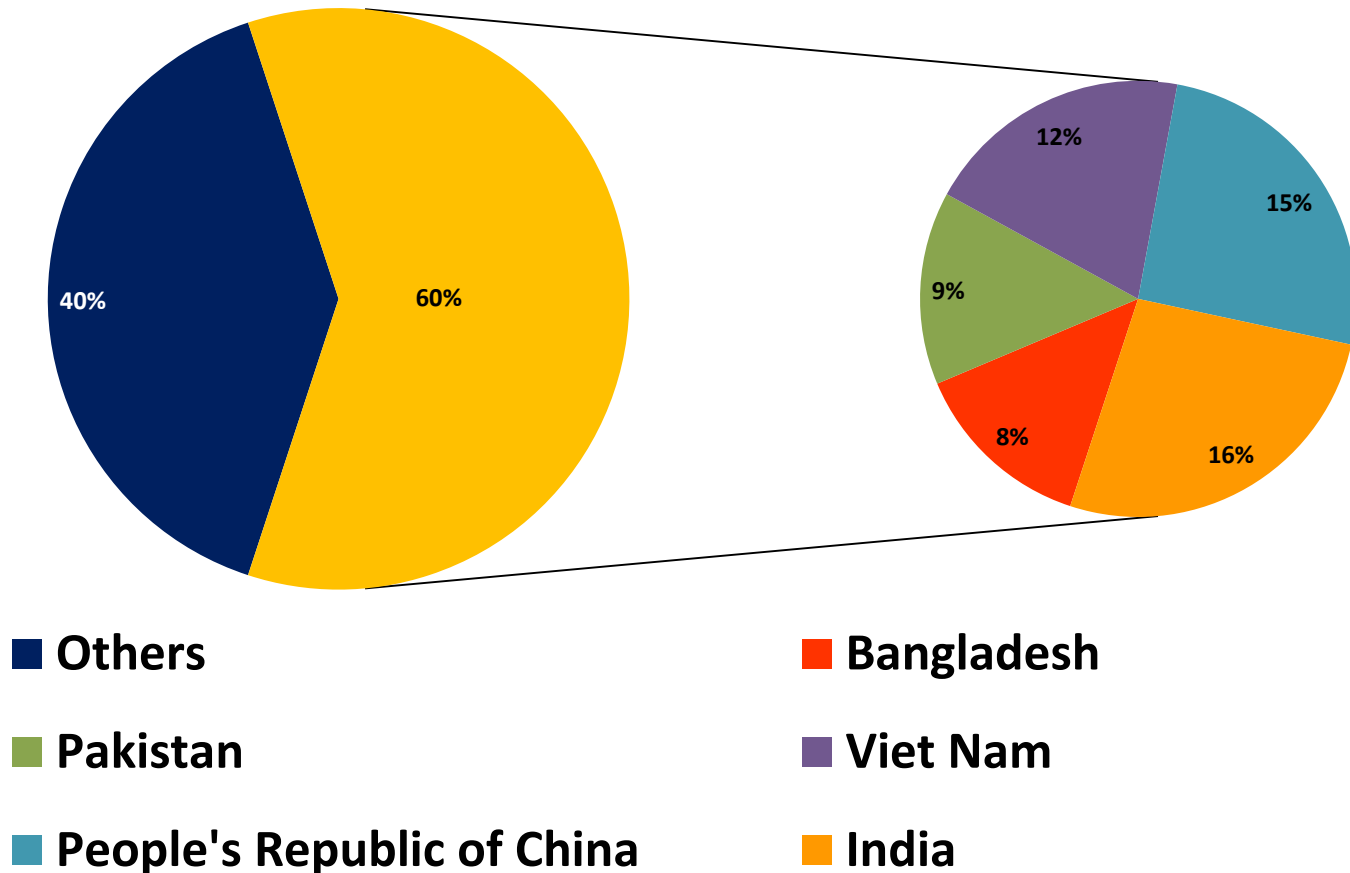


- 2006-2015 indicates contract awards and disbursements level lag approvals between \$1 to \$5 billion every year.
- Backlog of contract awards and disbursements keep increasing.
- OCR-ADF merger will have increased approvals and bring more pressure on contract awards and disbursement ratios.

Portfolio Distribution by Sub-Region



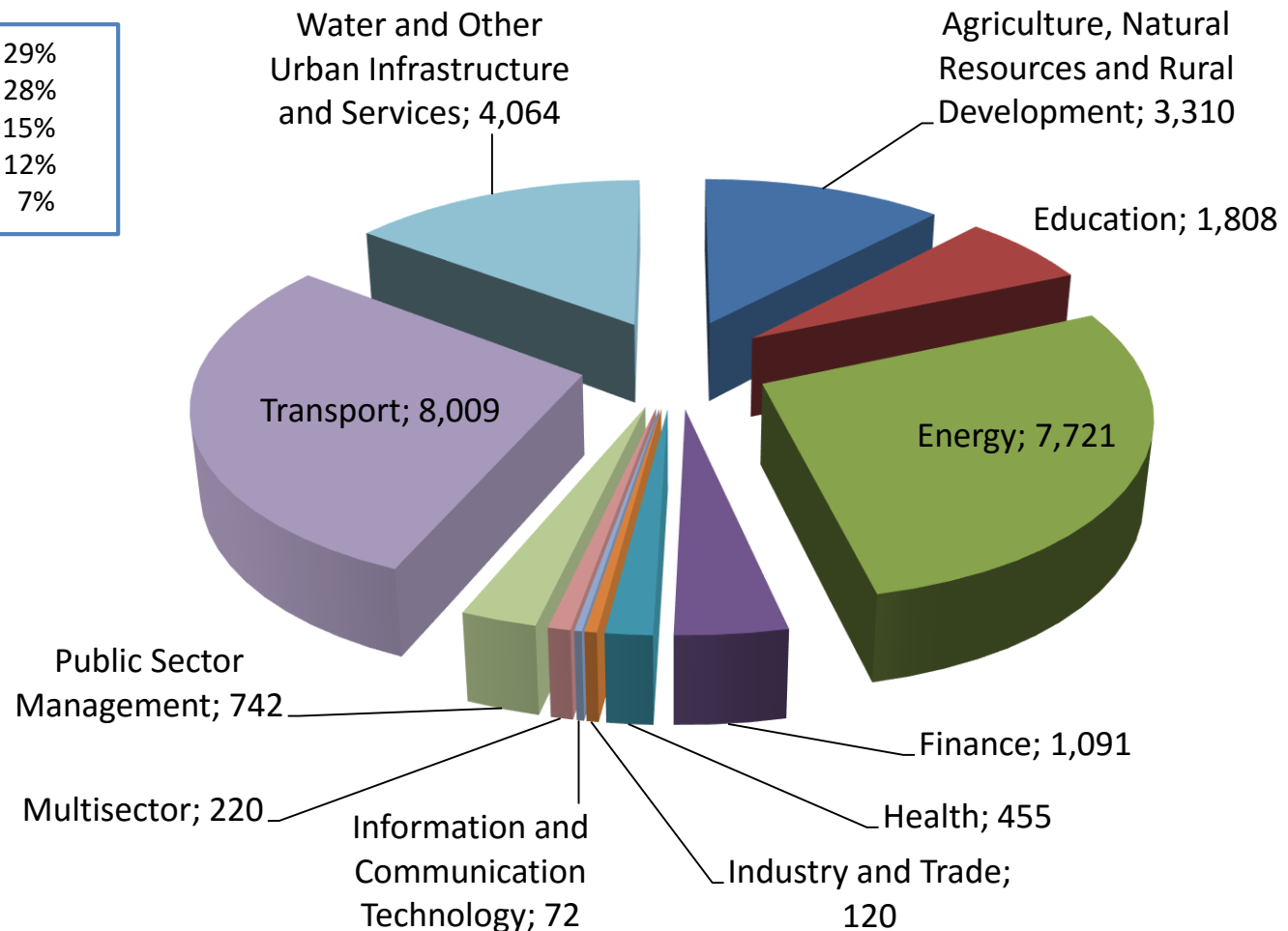
Portfolio Distribution by Large Countries



ADB Business Opportunities - by Sector

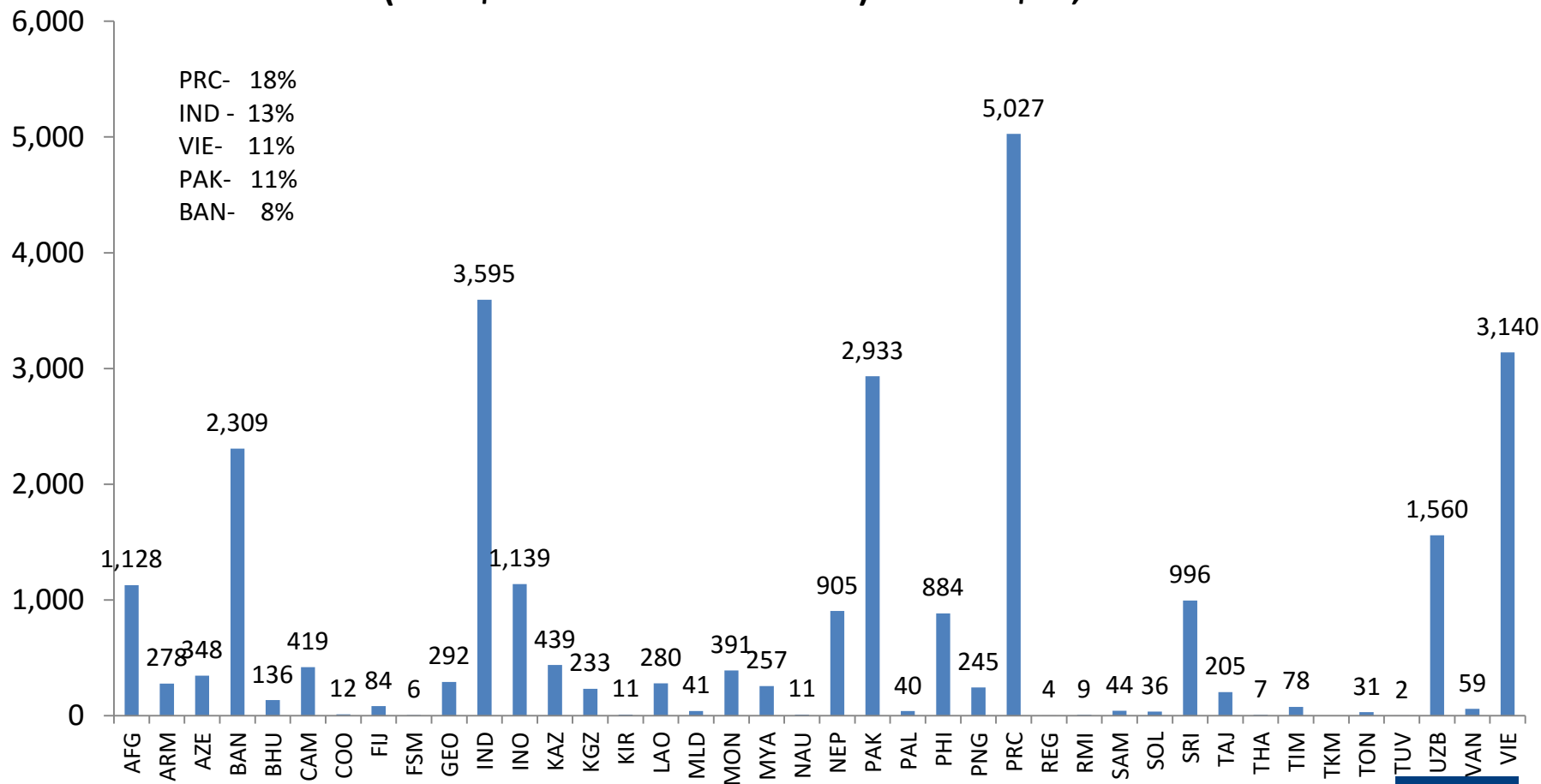
Uncontracted Loan and Grant Funds - by Sector
 (in US\$ million at 31 Dec 2015) - Total = \$27,613M

Transport -	29%
Energy -	28%
Water/Urban-	15%
Agriculture-	12%
Education-	7%

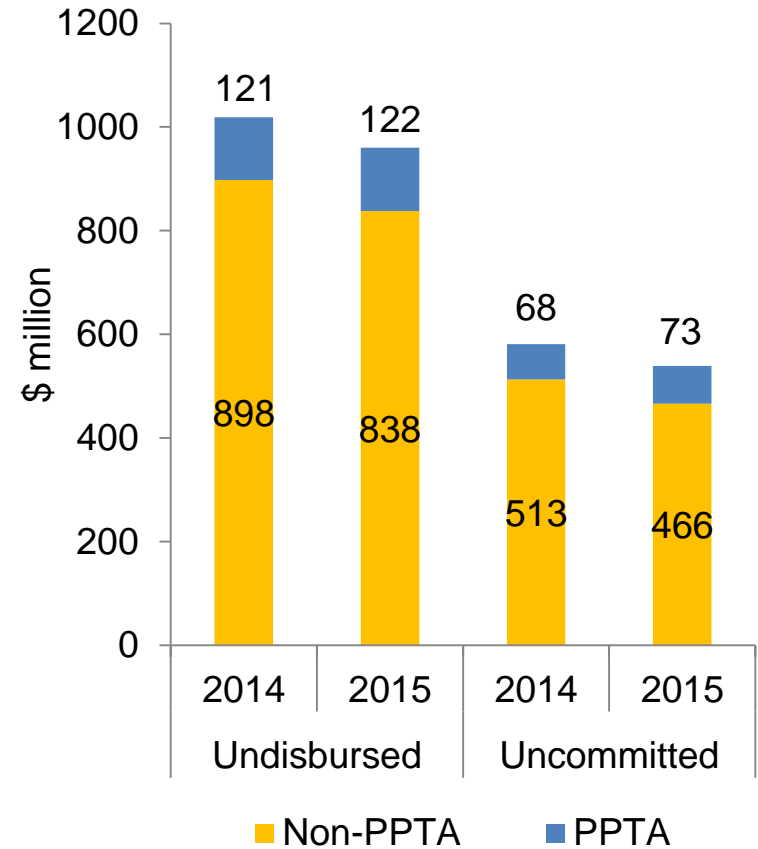
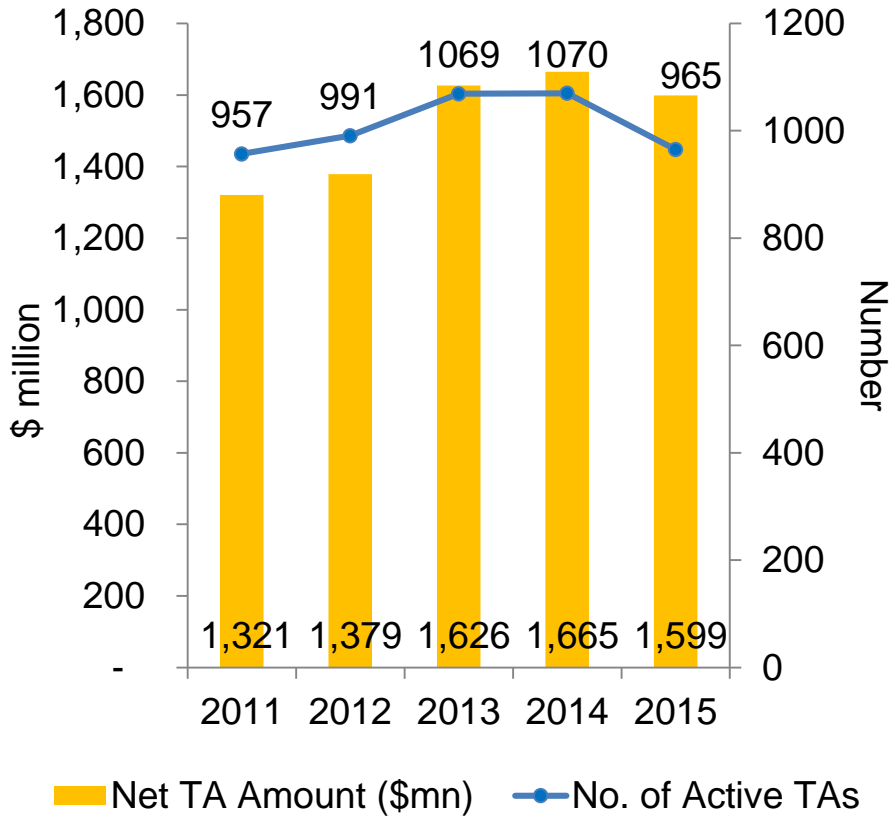


ADB Business Opportunities – By Country

Uncontracted Loan & Grant Funds - by Country
(in US\$ million at 31 Dec 2015) - Total = \$27,613M



TA Portfolio



Why do Business with ADB?

- Worthy development mission: *An Asia and Pacific Free of Poverty*
- \$25+ billion of uncommitted portfolio
- A broad range of opportunities across the region, and sectors
- Strong focus on several important thematic priorities (e.g. gender, governance, environment & climate change etc)
- Working with ADB can unlock the door for business in emerging economies
- ADB is your partner in achieving procurement outcomes that are fair and transparent

Thank you!

- For further information, please contact:

Ramesh Subramaniam

Director General

Operations Services and Financial Management
Department

rsubramaniam@adb.org