

BUSINESS  
OPPORTUNITIES  
FAIR



ADB Headquarters, Manila, Philippines



# 7<sup>th</sup> ADB Business Opportunities Fair

Public Management, Financial Sector and Trade Division (SAPF)

South Asia Department

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ADB

# SAPF's Strategic Focus

- 13 international staff



- 6 countries



- Average lending volume of \$600 million per year
- Active portfolio of nearly \$2 billion

# SAPF's Strategic Trust

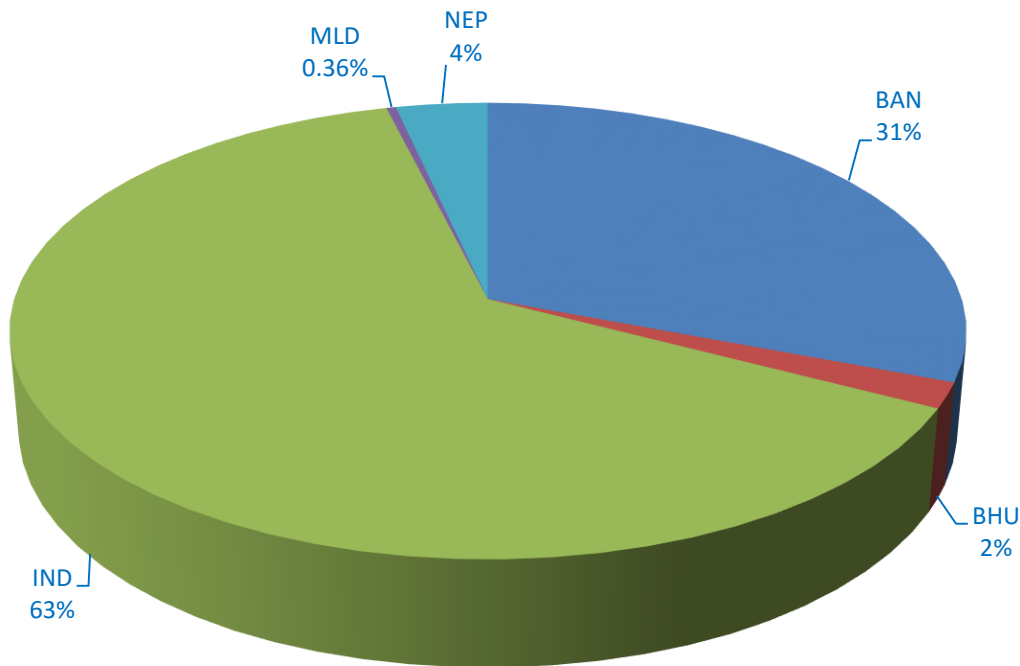
- Support infrastructure finance by investing in partnerships by building on our comparative advantage of integrated solutions, leveraging of resources and piloting innovative transactions to develop the market.
- Operate where public meets private leveraging on policy work and seeking to crowd in private investments.



# SAPF Operations

Financial Sector Development and Inclusion	Infrastructure Finance	Financial Stability and Integrity	Public Sector Management
MSME Financial Intermediation Loans (FIL)	Multi-sector (FILs)	Emergency Operations, Counter-cyclical support facilities	Fiscal consolidation / service delivery improvements at state level
Housing Finance (FIL)	Partial Credit Guarantees for Infrastructure Financing (PCGs)	Anti-Money Laundering	Fiscal consolidation and improving commercialization at the ULB
Micro-finance (FIL)	Contingent Credit Facilities for Disaster Risk Financing		
Leasing (FIL)	Investment Funds		
Capital Markets Development Program Loan (PL)	Climate Change Financing		
Financial Markets (PL)			
Money and Financial Sector Regional Cooperation			
Trade Finance			
Municipal Finance			

# SAPF 2015 Portfolio by DMC



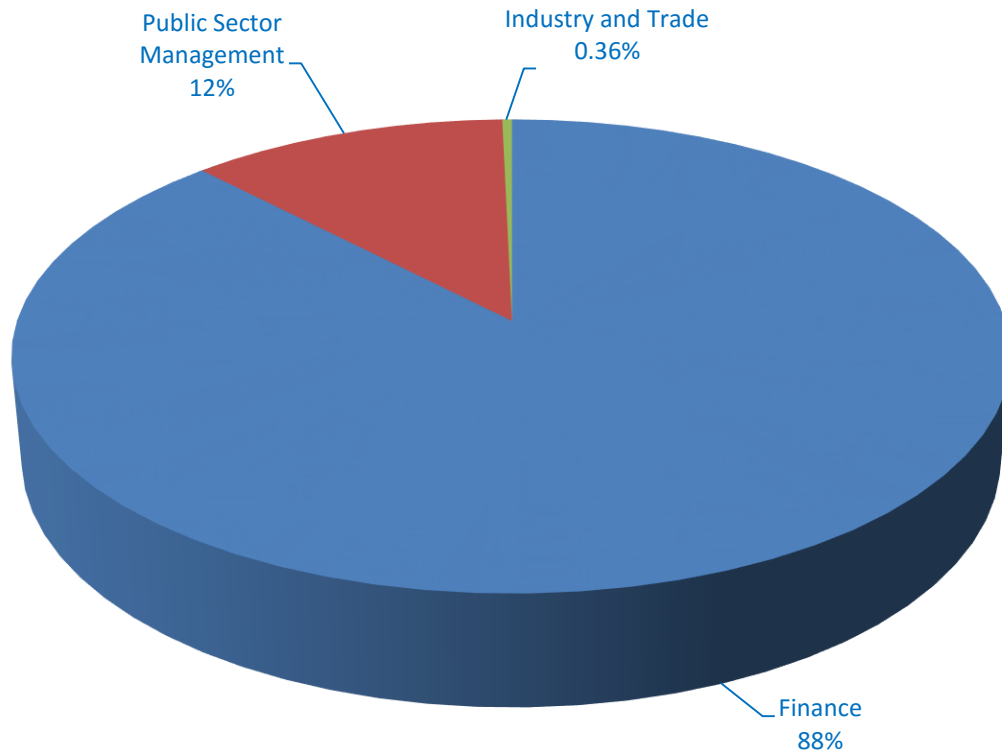
SAPF 2015 Portfolio (\$ million)	
BAN	612
BHU	36
IND	1,264
MLD	7
NEP	71
<b>Total</b>	<b>1,990</b>

Notes:

- (1) Figures have been rounded off.
- (2) Two projects were delegated in 2015 - (i) BAN: Second Public Private Infrastructure Development Facility – delegated 9 Sep 2015; and (ii) BAN: Institutional Support for Migrant Workers Remittances – delegated 21 Sep 2015
- (3) Three projects closed in 2015 - (i) BAN: Developing Inclusive Insurance Sector Project; (ii) BAN: Second Capital Market Development Program; and (iii) NEP: Rural Finance Sector Development Cluster Program.



# SAPF 2015 Portfolio by Sector



SAPF 2015 Portfolio (\$ million)	
Finance	1,747
Public Sector Management	236
Industry and Trade	7
<b>Total</b>	<b>1,990</b>

## Notes:

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# SAPF Projects Approved in 2015

## LENDING

Country	Project Name	Amount (\$ million)
Bhutan	Strengthening Economic Management Program II (SEMP II )	36.9
India	Accelerating Infrastructure Investment Facility in India (Tranche 2)	300.0
Bangladesh	Third Capital Market Development Program	250.4
	TOTAL	587.3

Note:  
Figures above are based on the Report and Recommendation to the President (RRP).



# SAPF TAs Approved in 2015

TECHNICAL ASSISTANCE		
Country	Project Name	Amount (\$ '000)
India	Enabling Monetization of Infrastructure Assets in India	225
Bhutan	Supporting Implementation of the Strengthening Economic Management Program II	1,200
India	Capacity Building of the Indian Renewable Energy Development Agency	750
Bangladesh	Supporting Implementation of the Third Capital Market Development Program	700
TOTAL		2,875



# SAPF Projects Pipeline, 2016-17

## LENDING

Country	Project Name	Amount (\$ million)	Contact Person
<b>A. Financial Intermediary Loans</b>			
BAN	Second Small and Medium-Sized Enterprise Development Project	200	P. Marro
SRI	Small and Medium-Sized Enterprises Line of Credit Project	100	D. Lambert / T. Hoshino
<b>B. Sector Development Program Loans</b>			
IND	West Bengal State Finance Sector Development Program	300	C. Akin
IND	Innovative Municipal Finance Sector Development Program*	250	V. Rao
BAN	Third Public-Private Infrastructure Development Facility Project *	300	P. Marro
<b>C. Program Loans</b>			
SRI	Capital Market Development Program **	200	S. Shah

\* Stand-by for 2016

\*\* Soft pipeline for 2016

Notes:

1. Projects are indicative, pending ADB Management and Board approval, and approval timelines are subject to change.
2. (i) BAN: Second Small and Medium-Sized Enterprise Development Project and (ii) SRI: Small and Medium-Sized Enterprises Line of Credit Project have already been approved by the ADB Board of Directors.



# SAPF Projects Pipeline, 2016-17

## LENDING

Country	Project Name	Amount (\$ million)	Contact Person
<b>D. Other Loans</b>			
IND	Solar Rooftop Financing Facility **	500	A. Huang
IND	Bond Guarantee Fund **	300	D. Lambert
IND	Project Completion Risk Guarantee Fund **	300	V. Rao

\*\* Soft pipeline for 2016

Notes:

1. Projects are indicative, pending ADB Management and Board approval, and approval timelines are subject to change.



# SAPF TA Pipeline, 2016-17

## TECHNICAL ASSISTANCE

Country	Project Name	Amount (\$ '000)	Contact Person
BAN	Supporting Implementation of the Second Small and Medium-Sized Enterprise Development Project (piggyback)	2,000	P. Marro
SRI	Supporting Implementation of the Small and Medium-Sized Enterprises Line of Credit Project (piggyback)	2,100	D. Lambert / T. Hoshino
IND	Supporting Implementation of the West Bengal State Finance Sector Development Program (piggyback)	500	C. Akin
SRI	Capital Market Development Program (PPTA)	500	S. Shah
SRI	Supporting Implementation of the Capital Market Development Program (CDTA) (piggyback)	500	S. Shah
SRI	Mobilizing Finance in Sri Lanka	525	T. Hoshino
NEP	Strengthening Public Management Program II (PPTA)	2,000	C. Akin
IND	Supporting Implementation of the Innovative Municipal Finance Sector Development Program (piggyback)	700	V. Rao
IND	Supporting Implementation of the Project Completion Risk Guarantee Fund (piggyback)	500	V. Rao

Notes:

1. Projects are indicative, pending ADB Management and Board approval, and approval timelines are subject to change.
2. (i) BAN: Supporting the Implementation of the Second Small and Medium-Sized Enterprise Development Project and (ii) SRI: Supporting the Implementation of the Small and Medium-Sized Enterprises Line of Credit Project have already been approved.





# Issues for your consideration

- **Unique, challenging countries**
  - Experts with regional experience
  - Keep up with developments in the region
- **Weak planning, implementing capacity**
  - Project preparation at times starting from scratch
  - Comprehensive support required
  - Flexibility and adaptability required
- **Diverse needs and dynamic changes**
  - Keep in touch with project officers
  - Check ADB website regularly (CSRN)



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