



BUSINESS
OPPORTUNITIES
FAIR



Asian Development Bank Headquarters, Manila, Philippines

8th ADB Business Opportunities Fair

Introducing ADB

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Outline

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

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

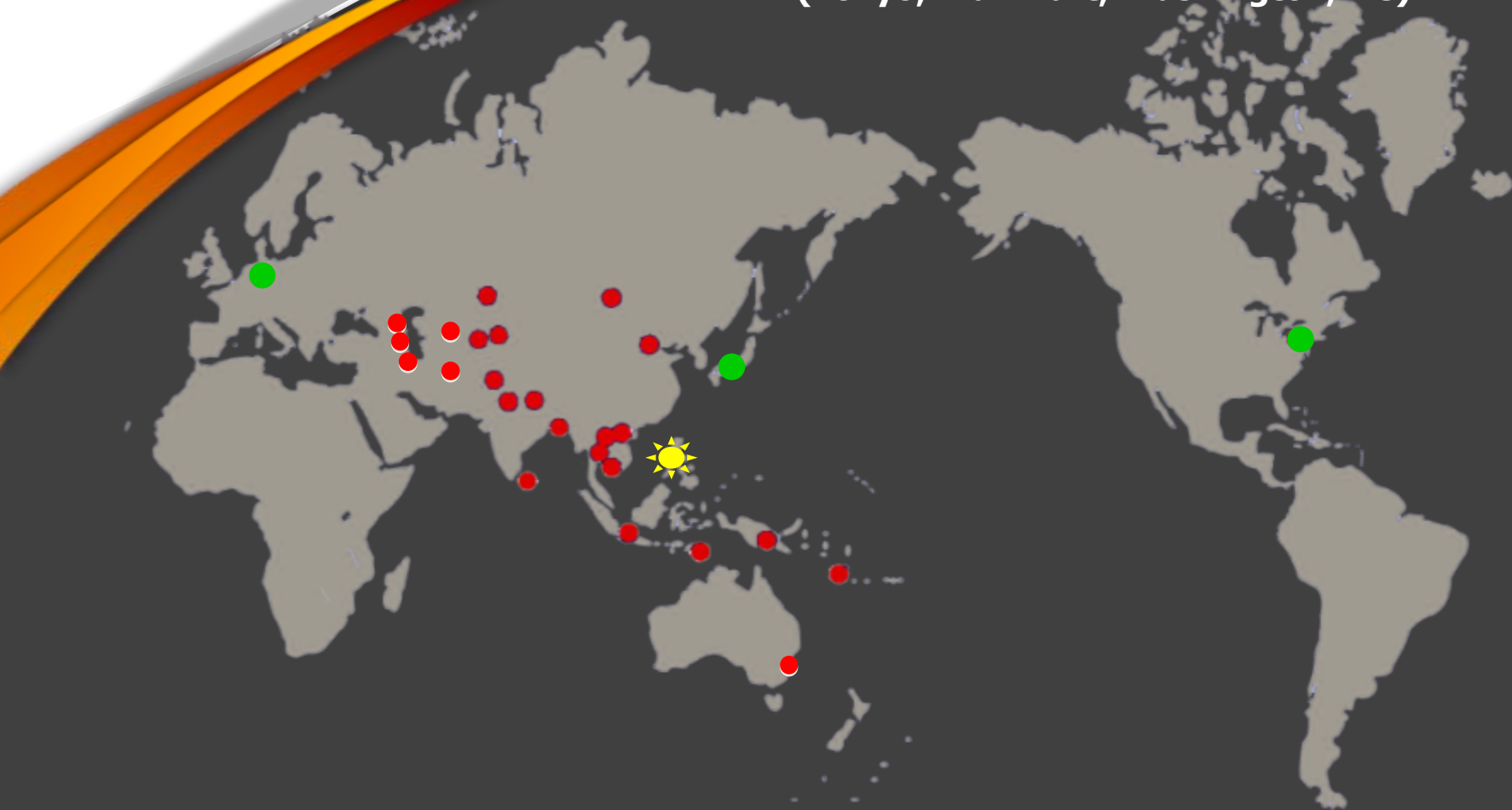
ADB's Presence



HQ in Manila



29 Resident Missions & 3 Rep Offices
(Tokyo; Frankfurt; Washington, 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

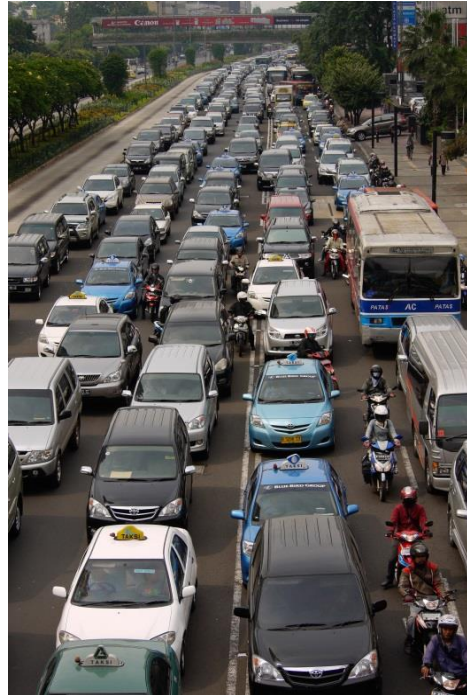
- Infrastructure
- Environment
- Regional cooperation
- Finance sector
- Education

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



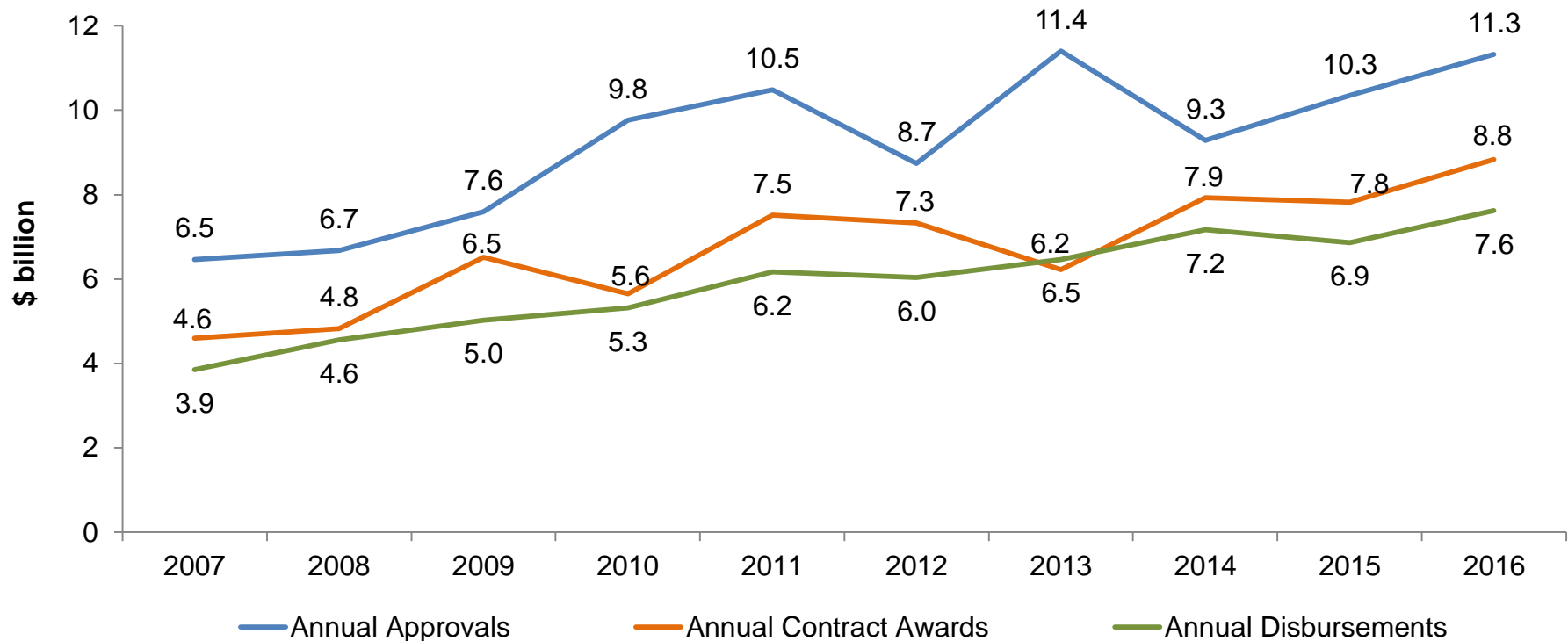
ADB 2007-2016 Approvals

Sovereign and Nonsovereign Approvals, 2007-2016* (\$ million)

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Project Approvals	10,396	10,709	15,176	12,441	12,905	12,482	14,048	13,433	15,987	17,471
Sovereign	9,415	9,310	13,702	11,361	11,344	11,127	12,589	11,571	13,362	14,970
Nonsovereign	981	1,400	1,474	1,080	1,561	1,355	1,459	1,862	2,626	2,502
Technical Assistance	161	189	202	174	145	151	155	158	141	169
Cofinancing	1,135	5,085	5,355	5,162	7,324	8,272	6,647	9,222	10,735	14,061
TOTAL	11,691	15,983	20,733	17,776	20,374	20,905	20,850	22,813	26,863	31,701

* 2007-2015 figures are net of termination prior to signing.

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

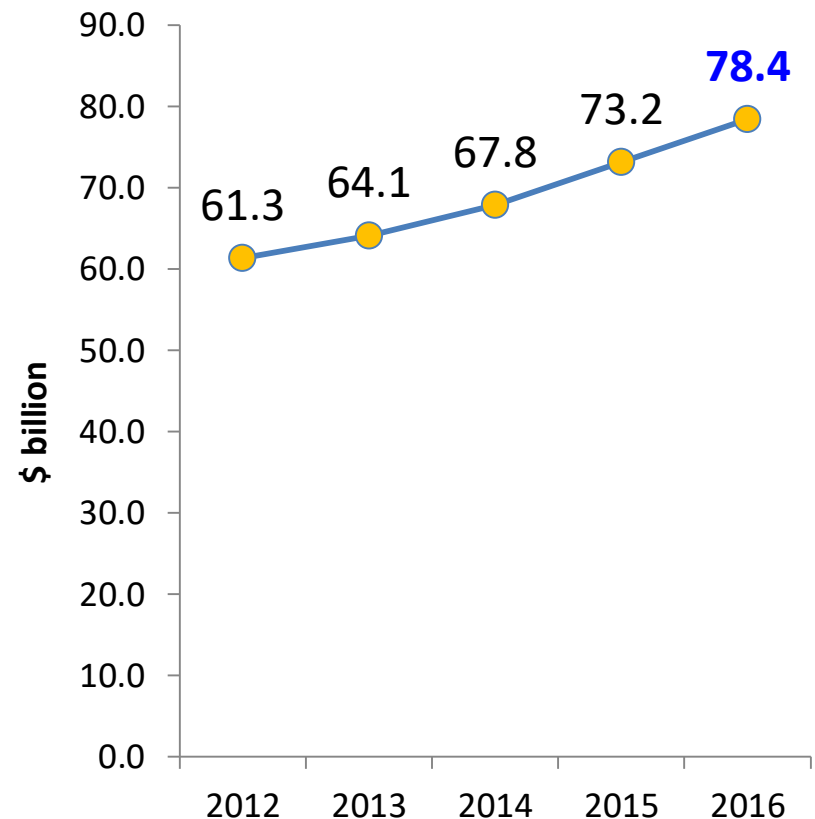


- 2007-2016 indicates contract awards and disbursements level lag approvals between \$1 to \$5 billion every year.
- Backlog of contract awards and disbursements keep increasing.
- OCR-ADF merger will have increased approvals and bring more pressure on contract awards and disbursement ratios.

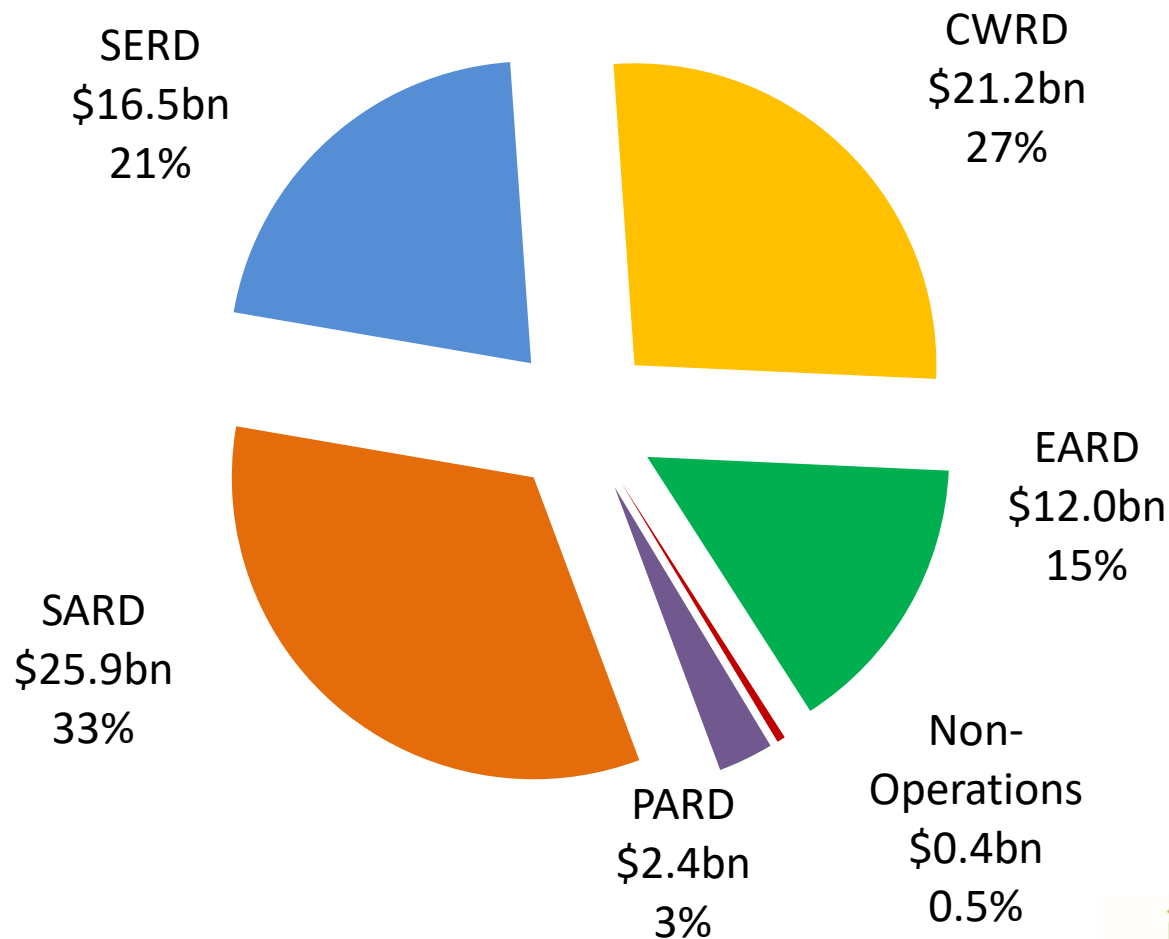


Sovereign Portfolio Snapshot

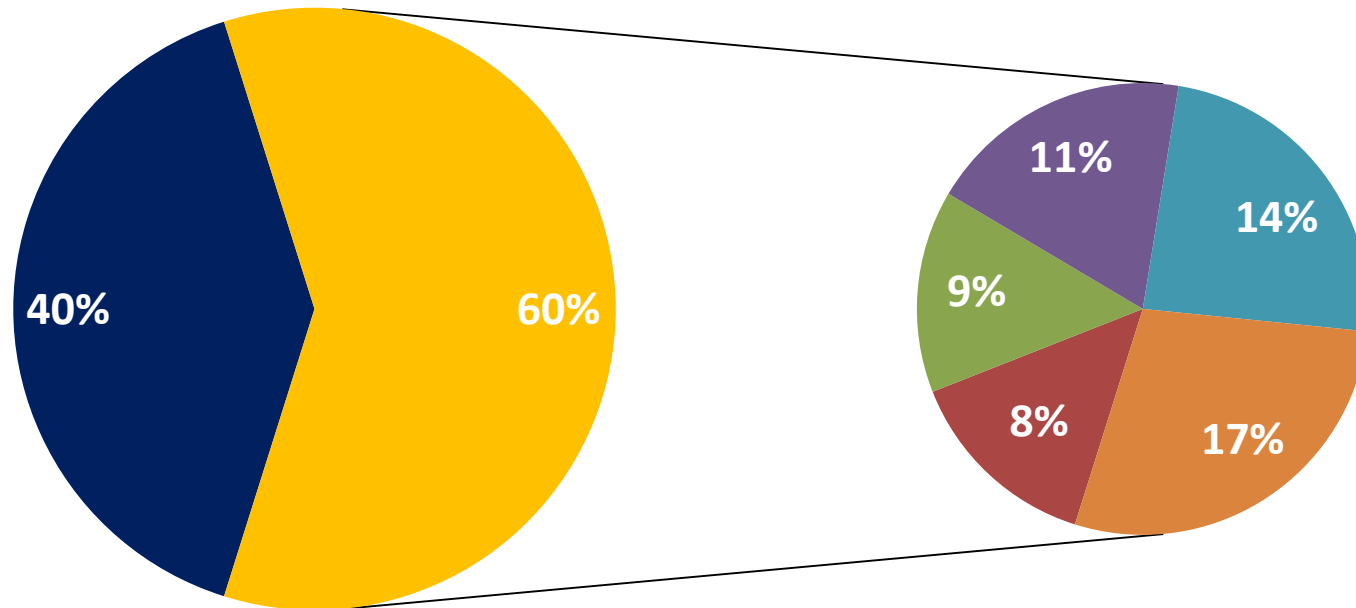
- Portfolio value \$78.4 billion
 - grown significantly in recent years
- Projects and TAs
- By regional department
- By funding source
- Portfolio concentration
- By sector



Portfolio Distribution by Sub-Region



Portfolio Distribution by Large Countries



■ Others

■ Bangladesh

■ People's Republic of China

■ Pakistan

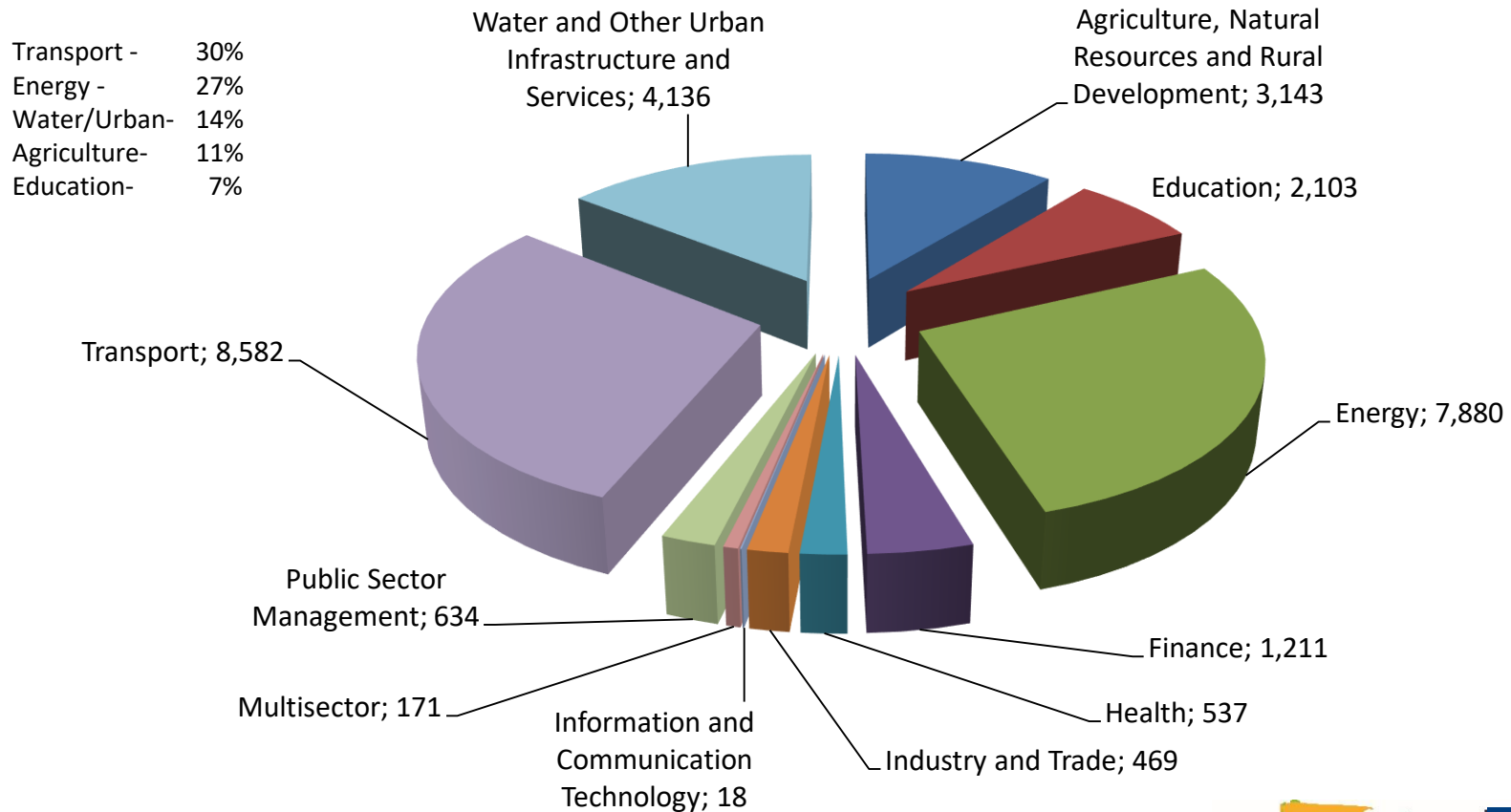
■ Viet Nam

■ India



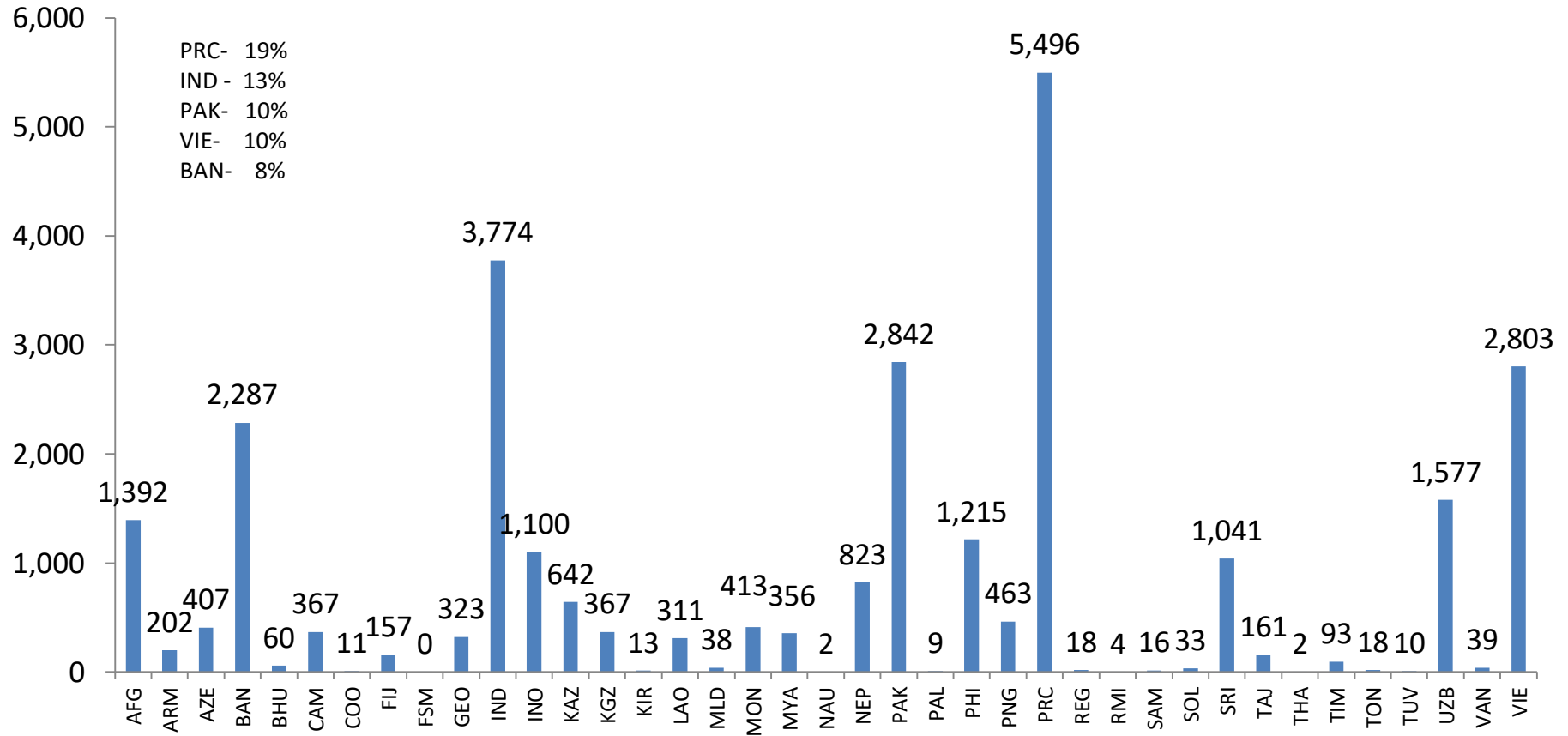
ADB Business Opportunities - by Sector

Uncontracted Loan and Grant Funds - by Sector
(in US\$ million at 31 Dec 2016) - Total = \$28,885M



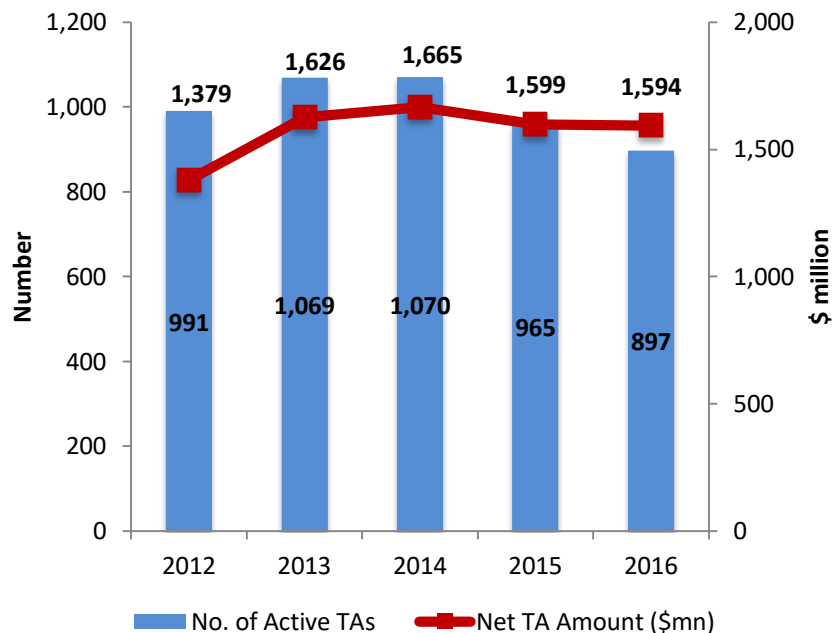
ADB Business Opportunities – By Country

Uncontracted Loan & Grant Funds - by Country
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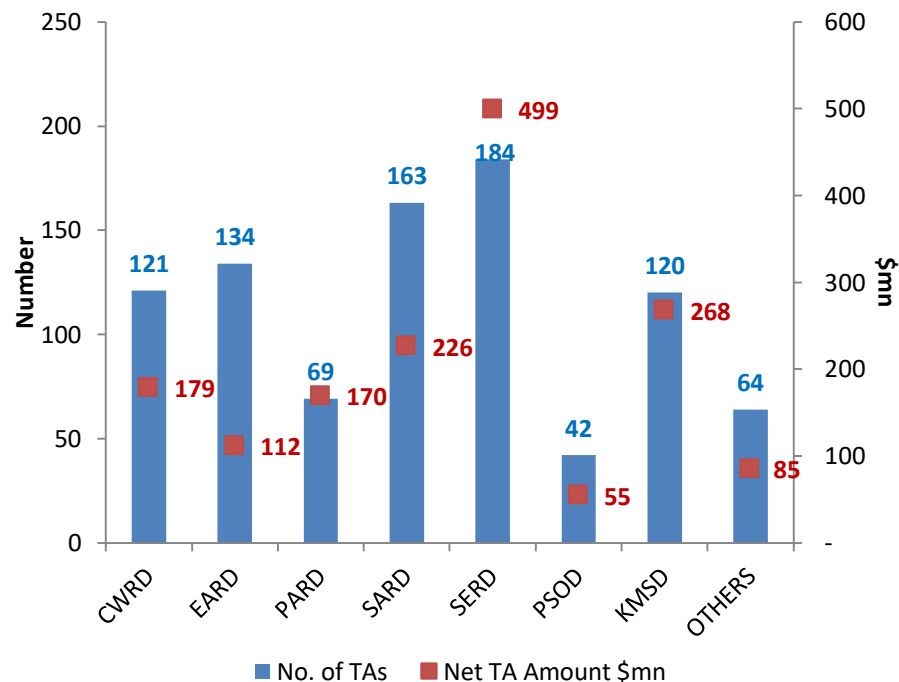


TA Portfolio

Overall TA Portfolio



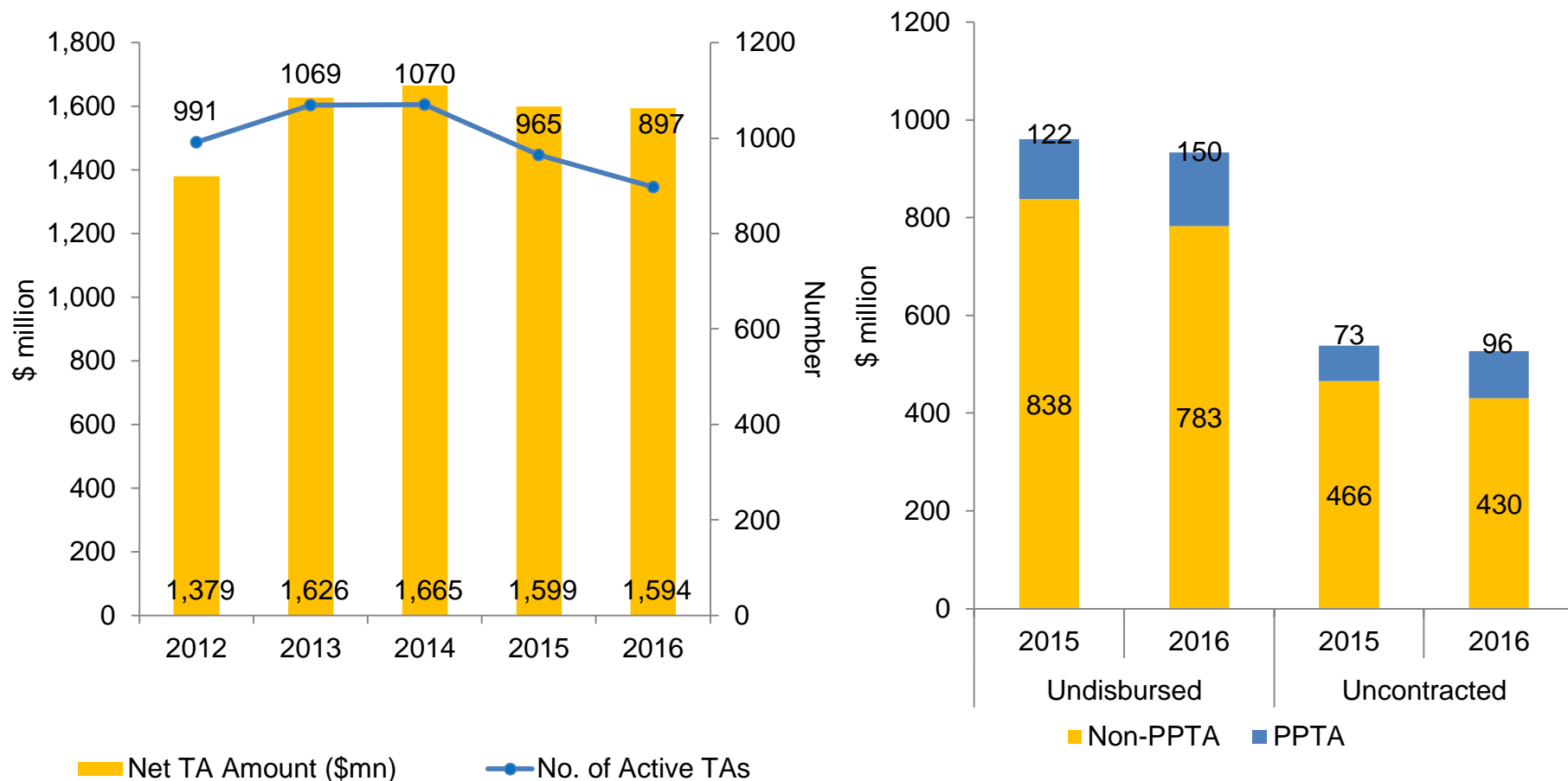
TAs by ADB Departments



CWRD = Central and West Asia Department, EARD = East Asia Department, PARD = Pacific Department, SARD = South Asia Department, SERD = Southeast Asia Department, PSOD = Private Sector Operations Department, KMSD = Knowledge Management and Sustainable Development.



TA Portfolio



Development Context 3:

What will Asia-Pacific look like in 2030?

1. World's "economic center of gravity" shifting back to Asia and the Pacific
2. Decreasing poverty, rising inequality
3. Radical technological changes
4. Population shifts
5. Climate change and environmental issues

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!

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