





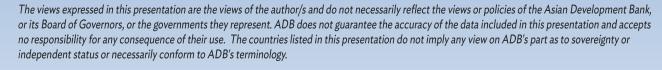
Asian Development Bank Headquarters, Manila, Philippines

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

Thematic Opportunities: Private Sector Operations

By: Noel Peters, PSOD

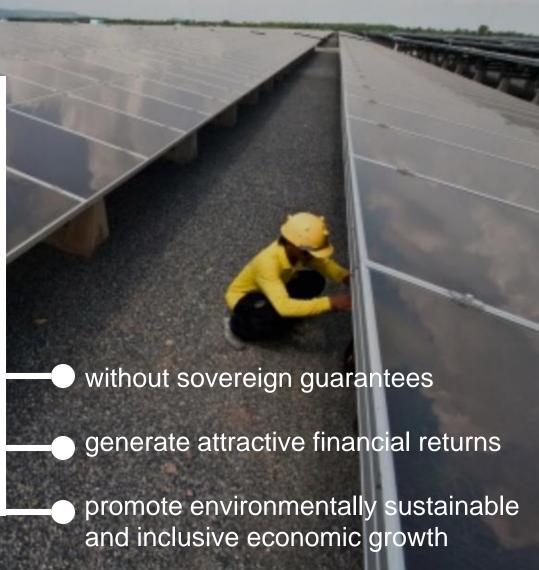
#### 23 March 2017





# KEY OBJECTIVE

Private Sector Ops
seeks to identify
commercially
viable
transactions



### PRODUCTS AND SERVICES

### Investment Products

- Debt to equity to guarantees
- Syndications
- Trade finance
- Treasury products
- Risk management

# Technical and Advisory Services

- Technical assistance
- Safeguards
- Corporate governance

# **Asset Management**

- Co-managed investments
- Co-general partner
- Concessional funding



### **KEY SECTORS**









**Generation** (particularly

(particularly renewables), transmission, distribution, water/waste, transport and associated services (airports/airlines, roads, ports/shipping, logistics, rail/rolling stock), natural resources (oil/gas, mining)

**Access to finance** 

(rural, microfinance, housing, SMEs, climate, inclusive business and gender mainstreaming), insurance, digital finance, filling market gaps via trade and supply chain financing

Inputs (seeds, irrigation, cold storage), farming (crop, livestock, dairy), processing (grains, meats, packaging), distribution (wholesale/retail markets)

**Suppliers** 

(pharmaceuticals, medical equipment), **Providers** (hospitals, clinics), distributors (pharmacies, supply chain), **e-health**, and in person and online **education** 



### **APPROVAL CYCLE**

- 1 Concept Review
- 2 Due Diligence
- **3** Final Review
- 4 Board Approval

- Review of business plan and financials
- Internal peer review
- Concept Review
   Committee's review
- Technical, commercial, legal and safeguards due diligence
- Finalize term sheet
- Formal risk rating
- Disclose safeguards documents

- Investment Committee review
- President's review
- 21-day circulation to the Board for review
- Board's approval

#### 5 Administration

- Project performance
- Ongoing project surveillance for safeguards



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