



# BUSINESS OPPORTUNITIES FAIR



Asian Development Bank Headquarters, Manila, Philippines

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

Public Management, Financial Sector and Trade Division  
South Asia Department

22 March 2017

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# SAPF's Strategic Focus

- 11 international staff
- 6 countries: Bhutan, Bangladesh, India, Maldives, Nepal, Sri Lanka
- Average lending volume of \$600 million per year
- Active portfolio of more than \$1.5 billion

# SAPF's Strategic Thrust

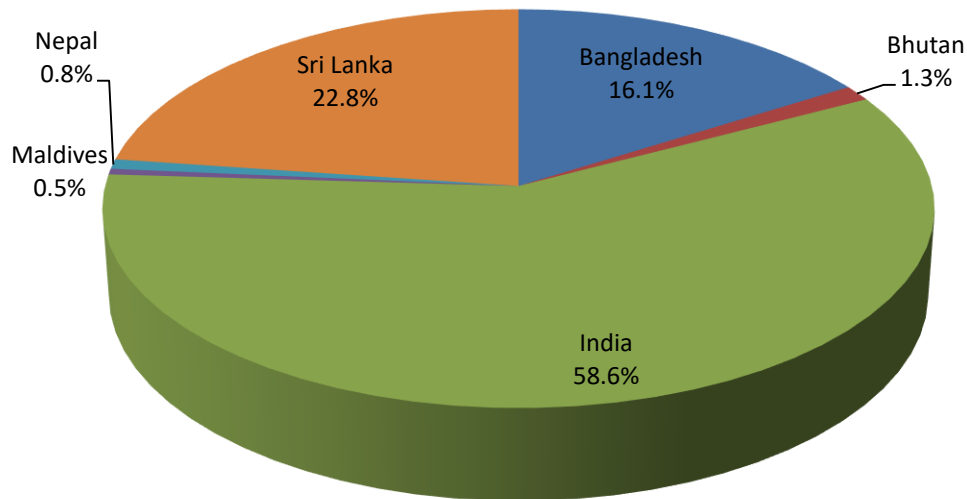
- Support infrastructure finance by investing in partnerships by building on our comparative advantage of integrated solutions, leveraging of resources and piloting innovative transactions to develop the market.
- Operate where public meets private leveraging on policy work and seeking to crowd in private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



# SAPF Operations

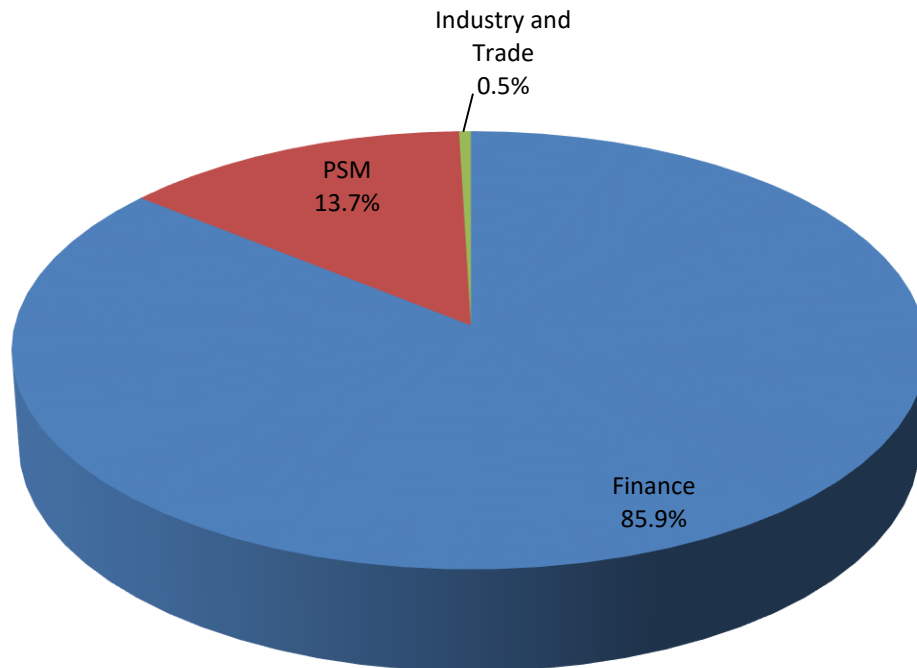
Financial Sector Development	Infrastructure Finance	Financial Inclusion	Public Sector Management
Housing Finance (FIL)	Multi-sector (FILs)	MSME Financial Intermediation Loans (FIL)	Fiscal consolidation / service delivery improvements at state level
Micro-finance (FIL)	Partial Credit Guarantees for Infrastructure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

# SAPF 2016 Portfolio by DMC



Country	Amount (in US\$ millions)
Bangladesh	246.485
Bhutan	19.44
India	900.00
Maldives	7.118
Nepal	12.1
Sri Lanka	350.00
<b>TOTAL</b>	<b>1,535.143</b>

# SAPF 2016 Portfolio by Sector



Sector	Amount (in US\$ million)
Finance	1,318.305
Public Sector Management	209.72
Industry and Trade	7.118
<b>TOTAL</b>	<b>1,535.143</b>

# SAPF Loans Approved in 2016

Country	Project Name	Amount (in US\$)
Bangladesh	Second Small and Medium-Sized Enterprises Development Project (SMEDP2)	200 million
Sri Lanka	Small and Medium-Sized Enterprises Line of Credit	100 million
India	Solar Rooftop Investment Program – Tranche 1	100 million
Sri Lanka	Capital Market Development Program	250 million
<b>TOTAL</b>		<b>650 million</b>

# SAPF TAs Approved in 2016

Country	Project Name	Amount (in US\$)
Bangladesh	Supporting the Second Small and Medium-Sized Enterprises Development Project	2.0 million
Sri Lanka	Cluster Development and SME Finance Innovations	2.0 million
Sri Lanka	Mobilizing Finance to Sri Lanka	0.5 million
Sri Lanka	Capital Market Development (PPTA)	0.5 million
Nepal	Strengthening Subnational Public Management	0.5 million
India	Solar Rooftop Investment Program	5.0 million
Sri Lanka	Developing the Capital Market	2.0 million
Nepal	Hydroelectricity Financing Project	0.225 million
<b>TOTAL</b>		<b>12.725 million</b>





# SAPF Lending Pipeline 2017-18

Country	Project Name	Amount (in US\$)	Contact Person
Bangladesh	Third Public Private Infrastructure Development Facility	526 million	Peter Marro
Sri Lanka	Small and Medium-sized Enterprises Guarantee Fund	100 million	Don Lambert Takuya Hoshino
Sri Lanka	Disaster Risk Financing	100 million	Mayumi Ozaki
Sri Lanka	Solar Rooftop Investment	100 million	Anqian Huang
India	West Bengal Development Finance Program 2	300 million	Navendu Karan
Nepal	Strengthening Public Management Program 2	50 million	Cigdem Akin
Bangladesh	Housing Finance Development	100 million	Jennifer Romero-Torres
Bhutan	Housing Finance Development	30 million	Syed Shah

Note: Projects are indicative, pending ADB Management and Board approval. Approval timelines are subject to change.

# SAPF TA Pipeline 2017-18

Country	Project Name	Amount (in US\$)	Contact Person
Bangladesh	Support to Third Public Private Infrastructure Development Facility	0.75 million	Peter Marro
Sri Lanka	Capacity Building for Disaster Risk Financing	0.50 million	Mayumi Ozaki
Sri Lanka	Disaster Risk Reduction for Rural Communities	3 million	Mayumi Ozaki
India	Supporting West Bengal Development Finance Program 2	0.50 million	Navendu Karan
Bangladesh	Housing Finance Development (PPTA)	0.50 million	Jennifer Romero-Torres

Note: Projects are indicative, pending ADB Management and Board approval. Approval timelines are subject to change.

# Opportunities

- Consulting services for project preparatory and advisory technical assistance
  - Firms
  - Individuals
- Consulting services for project implementation
  - Usually Firms
- Individual consultants, for example, for:
  - Diagnostic studies
  - Advisor on reform
  - Specific tasks (due diligence, feasibility studies)



# 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)



## Contact person:

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