



BUSINESS
OPPORTUNITIES
FAIR



Asian Development Bank Headquarters, Manila, Philippines

9th ADB Business Opportunities Fair

Public Management, Financial Sector and Trade Division
South Asia Department

14 March 2018



SAPF's Strategic Focus

- 9 international staff
- 6 countries: Bhutan, Bangladesh, India, Maldives, Nepal, Sri Lanka.
- Average lending volume of about \$700 million per year
- Active portfolio of more than \$1.4 billion (as of 2 March 2018)

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.

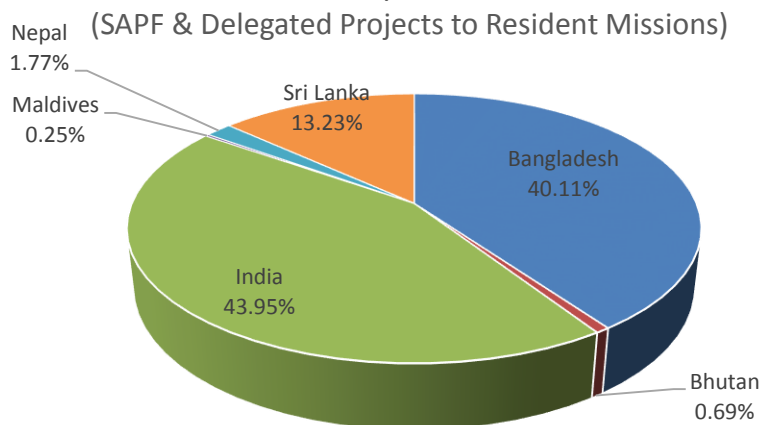


SAPF Operations

Financial Sector Development	Infrastructure Finance	Financial Inclusion	Public Sector Management
Capital Markets Development Program Loan (PL)	Multi-sector (FILs)	MSME Financial Intermediation Loans (FIL)	Fiscal consolidation / service delivery improvements at state level
Housing Finance (FIL)	Partial Credit Guarantees for Infrastructure Financing (PCGs)	Microenterprise (FIL)	Fiscal federalism and decentralization
Municipal Finance	Investment Funds	MSME Guarantee Schemes	E-procurement
Micro-finance (FIL)	Climate Change Financing		Revenue and Treasury Single Account Automation
Contingent Credit Facilities for Disaster Risk Financing	PPP focus		
Emergency Operations, Counter-cyclical support facilities			

SAPF 2017 Portfolio by DMC

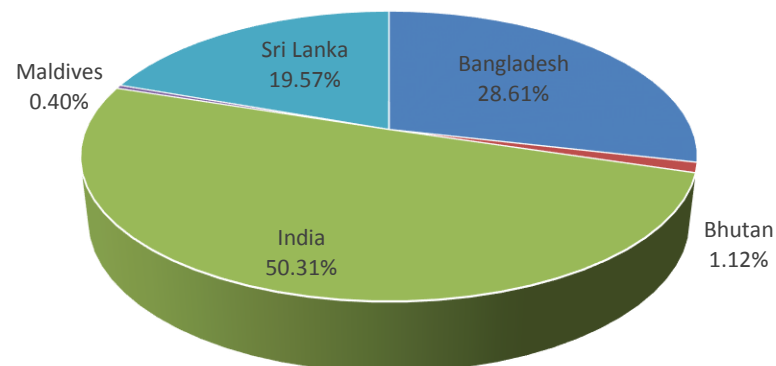
Country-wise distribution of Finance, PSM and Industry and Trade



Country	Amount * (in US\$ million)
Bangladesh	1,166.54
Bhutan	19.967
India	1,278.00
Maldives	7.183
Nepal	51.61
Sri Lanka	384.80
TOTAL	2,908.10

* Net approved amount. Data as of 31 Dec 2017

Country-wise distribution of Finance, PSM and Industry and Trade (SAPF)



Country	Amount * (in US\$ million)
Bangladesh	511.733
Bhutan	19.967
India	900.00
Maldives	7.183
Sri Lanka	350.00
TOTAL	1,788.883

* Net approved amount. Excludes delegated projects. Data as of 31 Dec 2017

SARD operates on the basis of the target that 65% of active portfolio is delegated to the resident missions.

The following were closed in 2017:

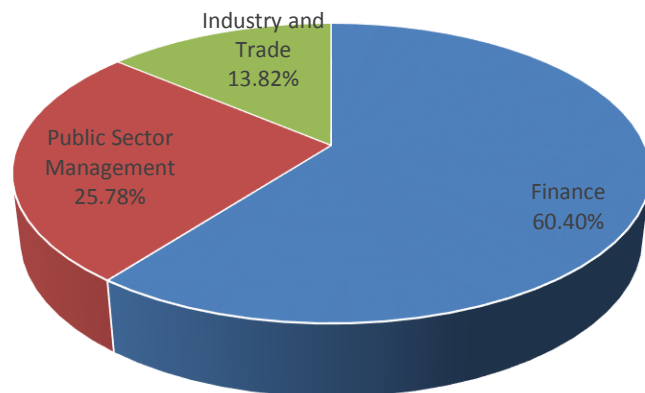
- (1) L3048-IND: Accelerating Infrastructure Investment Facility in India PFR1 – US\$400 million
- (2) L3258/G0431-BHU: Strengthening Economic Management Program 2 – US\$19.967 million

The following were delegated in 2017:

- (1) L8309-IND (CTF): Solar Rooftop Investment Program Tranche 1 – US\$100 million
- (2) L3186-IND: Clean Energy Finance Investment Program Tranche 1 – US\$200 million

SAPF 2017 Portfolio by Sector

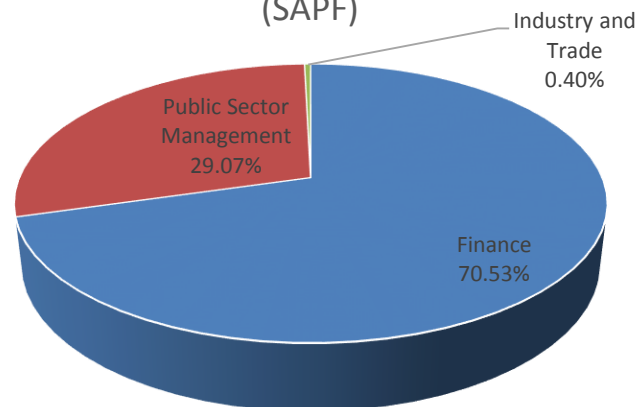
Finance, PSM and Industry and Trade Sector
(SAPF & Delegated Projects to Resident Missions)



Sector	Amount)* (in US\$ million)
Finance	1,756.492
Public Sector Management	749.812
Industry and Trade	401.793
TOTAL	2,908.10

* Net approved amount. Data as of 31 Dec 2017

Finance, PSM and Industry and Trade Sector
(SAPF)



Sector	Amount)* (in US\$ million)
Finance	1,261.733
Public Sector Management	519.967
Industry and Trade	7.183
TOTAL	1,788.883

* Net approved amount. Excludes delegated projects. Data as of 31 Dec 2017

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SAPF Loans Approved in 2017

	Amount (in US\$ million)
L3554/3555-BAN: Third Public Private Infrastructure Development Facility – Tranche 1	260.00
L3563-IND: Second West Bengal Development Finance Program	300.00
L3571-SRI: Rooftop Power Generation Project (with SAEN)	50.00*

* Administered by SAEN

SAPF TAs Approved in 2017

	Amount (in US\$ million)
T9344-BAN: Capacity Development in Infrastructure Development Company Ltd.	0.75
T9378-IND: Supporting the Second West Bengal Development Finance Program	0.50
T9389-SRI: Supporting the Rooftop Power Generation Project (with SAEN)	1.00*

* Administered by SAEN

SAPF 2018 Lending Pipeline

	Project Officer	Amount (in US\$ million)
L3640-SRI: Small and Medium-sized Enterprise Line of Credit Project (Additional Financing)*	D. Lambert T. Hoshino	75.00
IND: Accelerating Infrastructure Development Facility in India PFR3	D. Lambert	300.00
BAN: Microenterprise Development Facility	M. Ozaki	50.00
SRI: Disaster Risk Finance Facility	M. Ozaki	100.00
SRI: SME Guarantee Institution	D. Lambert T. Hoshino	100.00
SRI: Regional Development Bank	D. Lambert T. Hoshino	100.00
IND: Clean Energy Finance Investment Program PFR2	A. Huang	150.00
NEP: SME Finance	T. Hoshino	50.00
NEP: Strengthening Public Management Program 2	C. Akin	50.00
BAN: Housing Finance Facility	N. Karan	100.00

* Already approved.

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



SAPF 2018 Non-Lending Pipeline

	Project Officer	Amount (in US\$ million)
BHU: Financial Market Development Program	TBD	0.25
BAN: Supporting Microenterprise Development Facility	M. Ozaki	0.50
SRI: Supporting Disaster Risk Finance Facility	M. Ozaki	0.50
SRI: Supporting SME Guarantee Institution	D. Lambert T. Hoshino	1.0
NEP: Supporting the Strengthening Public Management Program 2	C. Akin	TBD
BAN: Preparing the Housing Finance Facility	N. Karan	0.40
BAN: Supporting the Housing Finance Facility	N. Karan	0.50

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

Opportunities

- **Consulting services for 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)

Contact person:

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