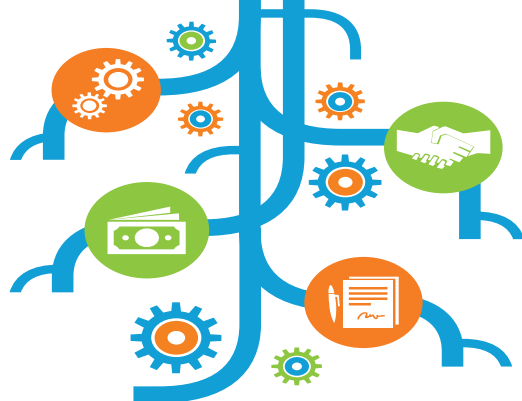




# 10th BUSINESS OPPORTUNITIES FAIR 2019



## Thematic Opportunities Private Sector Operations



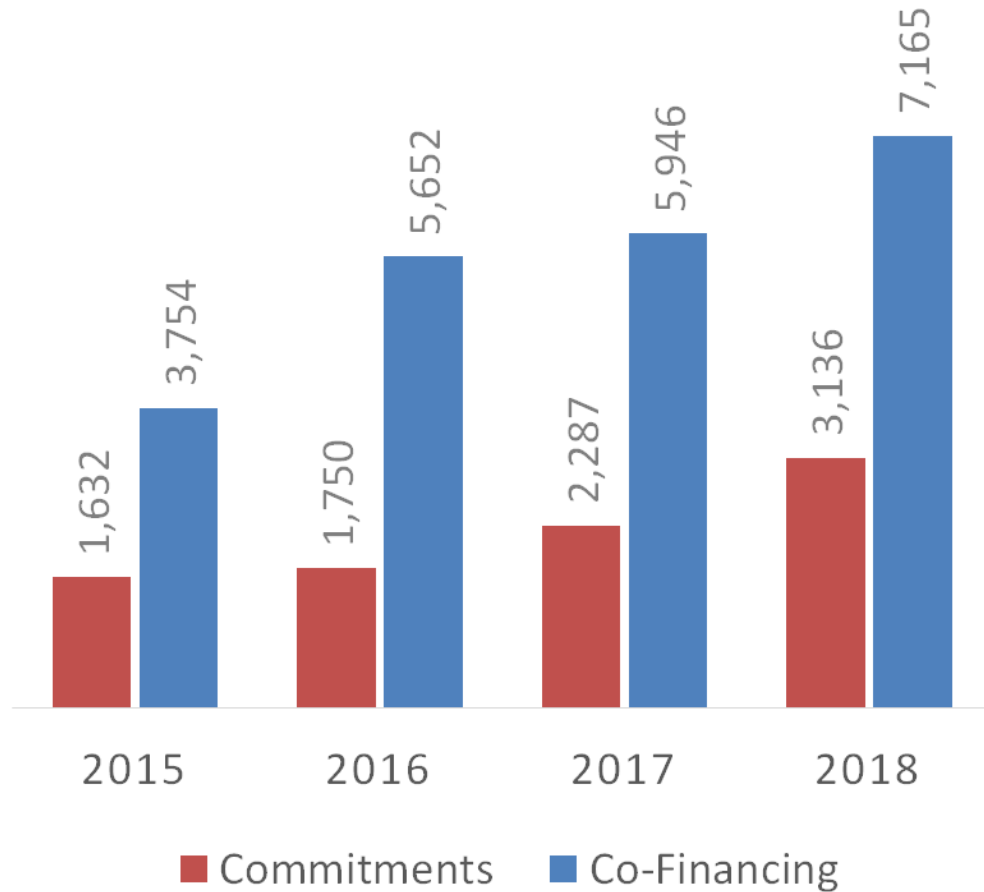
**Kenji Yuhaku**  
Private Sector Operations Department, ADB  
28 March 2019



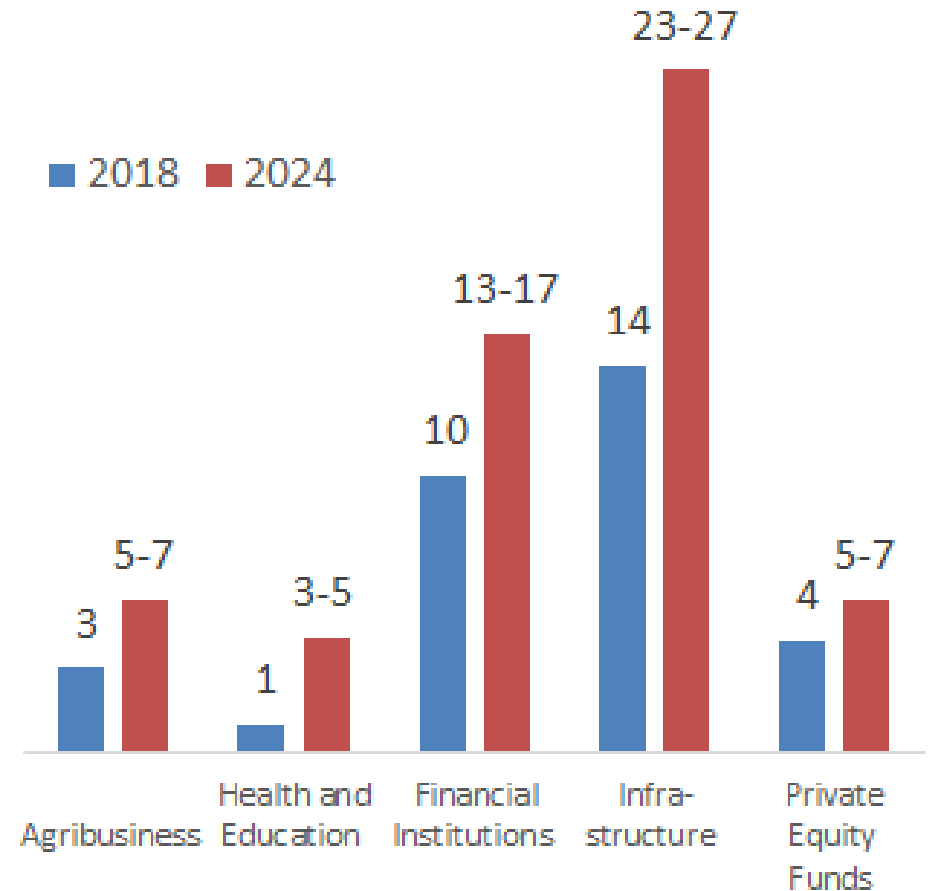
# Expanding Private Sector Operations



## PROGRAM RESULTS (\$MM)



## BROADEN SECTORS (#/YEAR)

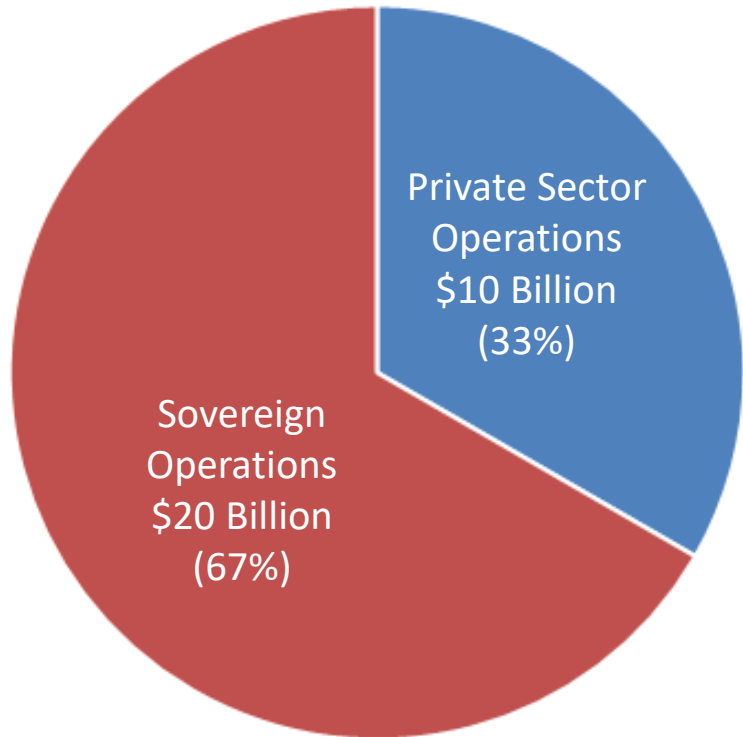




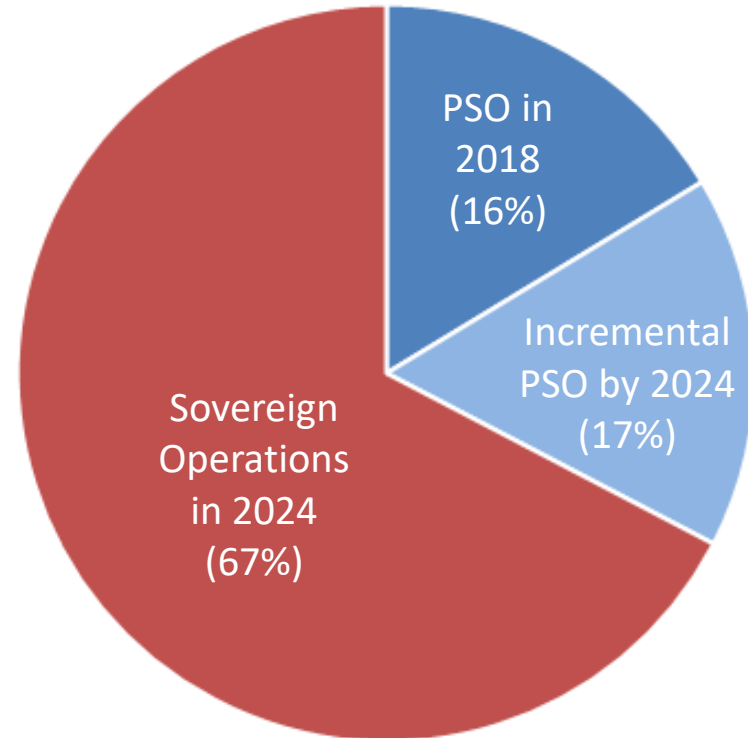
# Expanding Private Sector Operations



### SHARE OF 2018 ADB OPERATIONS (PROGRAM + CO-FINANCING)



### SHARE OF 2024 ADB OPERATIONS (PROJECT COUNT)





# Aligning Operations with Strategy 2030

<b>Infrastructure Central, West &amp; South Asia</b>	<b>Infrastructure East and Southeast Asia, &amp; the Pacific</b>	<b>Financial Institutions</b>	<b>Funds, Asset Management &amp; Special Initiatives</b>	<b>Trade and Supply Chain Finance</b>	<b>Portfolio Management</b>	
<b>Agribusiness</b>	<b>Business Development</b>	<b>Social Sectors</b>	<b>Guarantees, Syndications &amp; Risk Transfers</b>	<b>Equity</b>	<b>Safeguards, Integrity &amp; Development Effectiveness</b>	<b>Change Management</b>
Established in 2015	Established in 2018	Established in 2018	Upgraded to a unit in 2018	Established in 2019	Enhanced monitoring and gender capacity	Established in 2018



# Selected 2018 Projects

## Spayka (Armenia)



\$32 m loan  
Climate controlled  
greenhouses

## Kutch (India)



\$100 m debt  
250MW wind IPP in  
Gujarat

## Minsheng Fin (China)



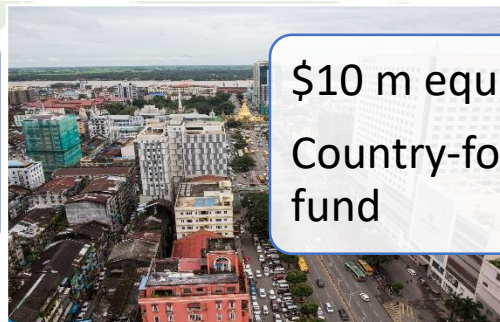
\$200 m debt  
Green bus lending  
TA for training

## DFCC (Sri Lanka)



\$35 m debt  
MSME lending

## Ascent (Myanmar)



\$10 m equity  
Country-focused  
fund

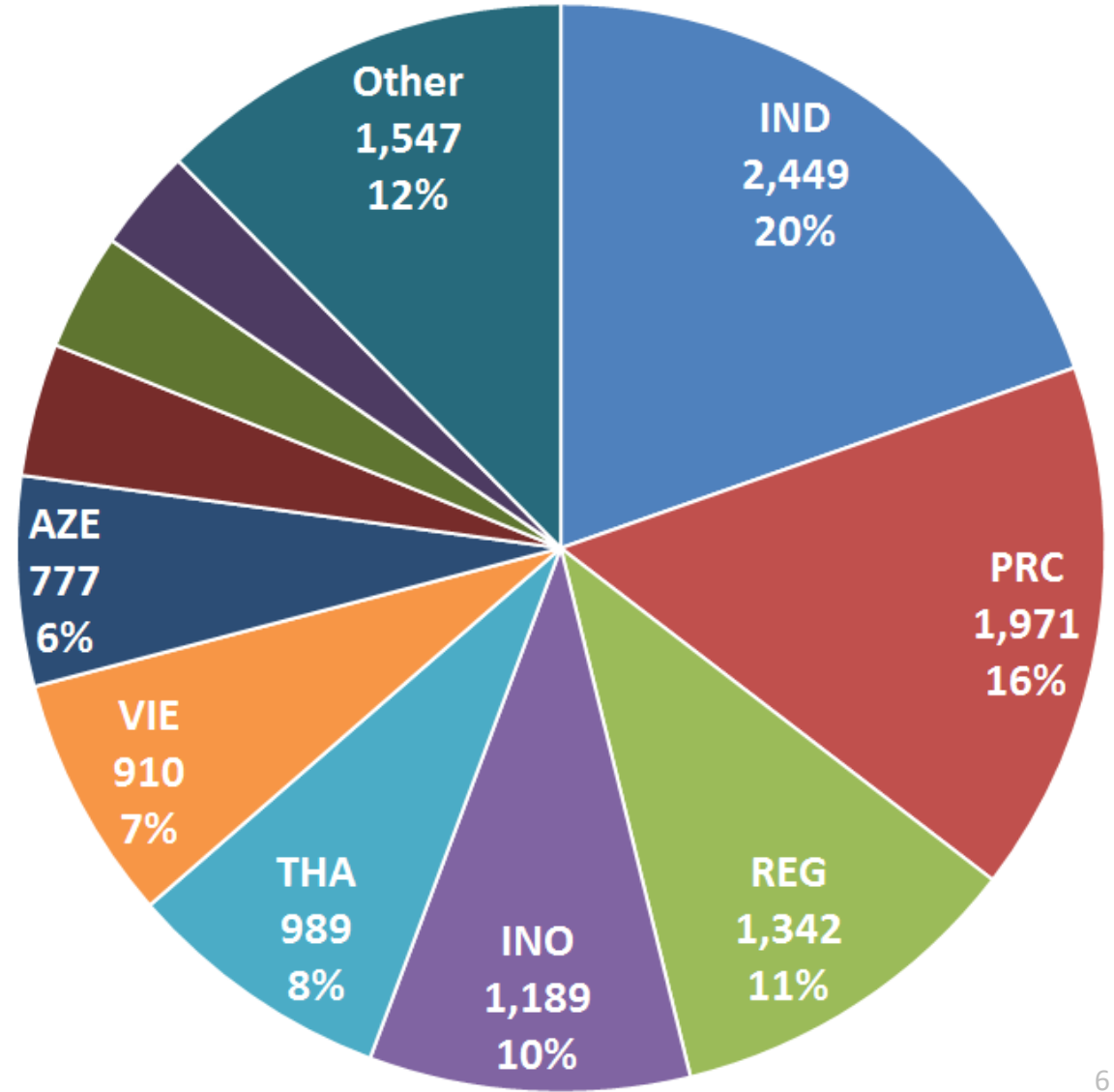
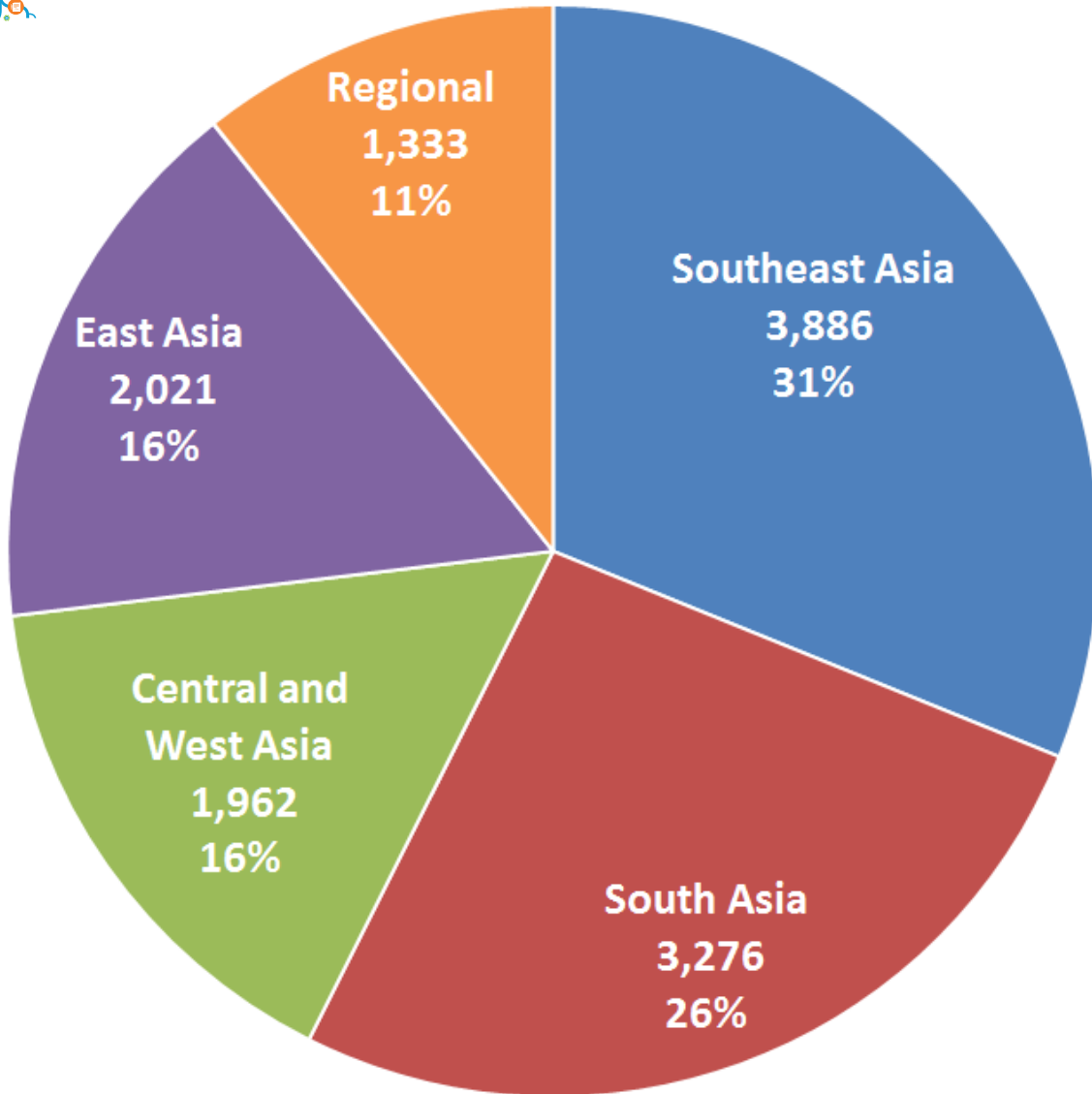
## Hermina (Indonesia)



\$10 m equity  
Expand to 40  
hospitals

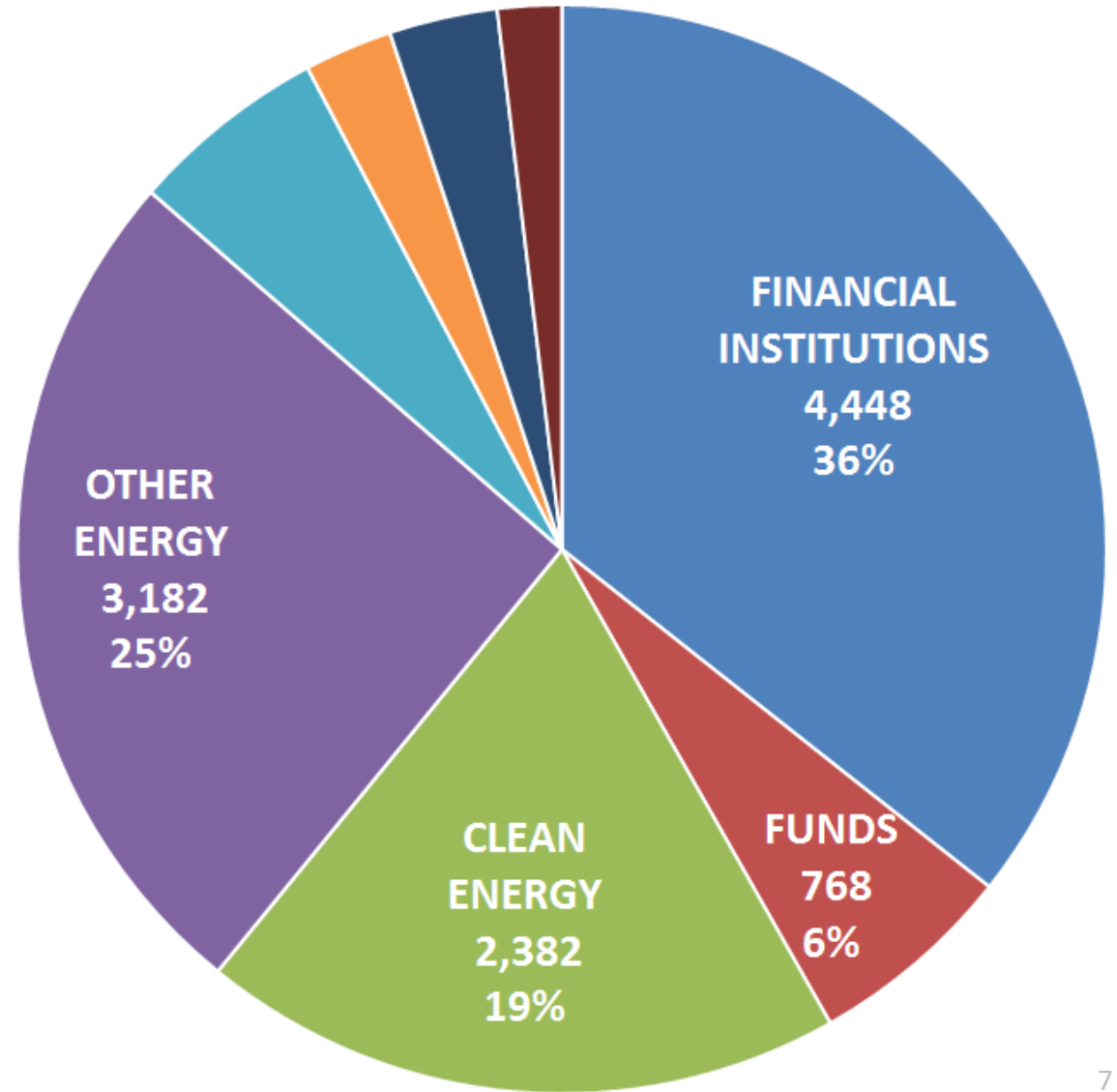
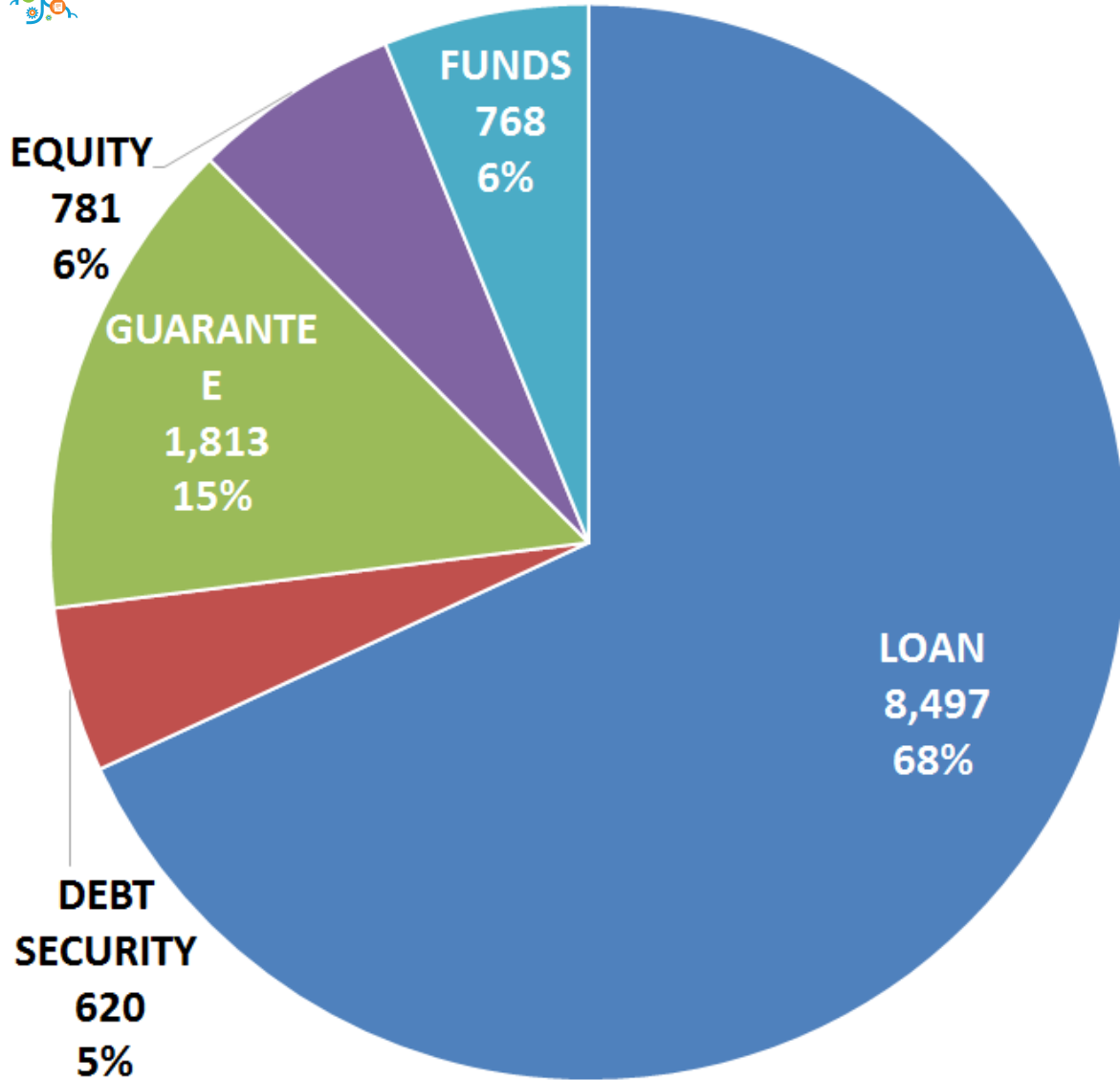


# Portfolio by Region and Country (\$MM) December 31, 2018





# Portfolio by Product and Sector (\$MM) December 31, 2018





## \$1,000,000 Question



Do we use consultants?  
Yes, but not as often as  
sovereign...





# Sovereign versus Non-Sovereign



Generally...

Sovereign is involved from **project planning**

Non-sovereign is involved from **project financing**

Why does that matter?



## When PSOD Requires Consultants

- Implementation of technical assistance
  - However, most procurement by sponsors
- Due diligence (commercial, legal, tax, etc.)
- Advisors (lenders' technical advisor, safeguards)
- Specific skill sets (VC, IT, etc.)