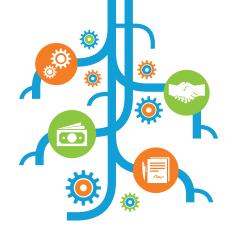


10th BUSINESS OPPORTUNITIES FAIR 2019



Public Management, Financial Sector, and Trade Division



Vivek Rao
Southeast Asia Department, ADB
27 March 2019



Region/Country Strategy



Southeast Asia Department (SERD)

- Coverage of 10 ASEAN Countries;
 - ✓ Cambodia / Indonesia / Lao PDR / Myanmar Philippines / Thailand / Viet Nam Brunei Darussalam / Malaysia / Singapore
- Country Strategy is available from Country
 Partnership Strategy (CPS) and Country Operations
 and Business Plan (COBP) available on ADB website



Indicative Lending Pipeline, 2019–2021



Country	Loans (\$million)	Year	
Cambodia	130	2019 – 2020	
Indonesia	2,550	2019 – 2021	
Lao PDR	70	2019 – 2021	
Myanmar	144	2019 – 2021	
Philippines	1460	2019 – 2020	
Viet Nam	100	2019 – 2020	
Total	4,454		

Note: Projects are indicative and timelines subject to change



Indicative Lending Pipeline per Sector



Sector	Project Name	Year	Loan (\$million)
Finance	 Enhancing Financial Access through Public Credit Guarantee Scheme Project Local Governance Reform SDP SP1 Support to Capital Market Generated Infrastructure Financing SP1 Promoting Innovative Financial Inclusion Program SP1 Financial Sector Development and Inclusion Program SP2 Financial Inclusion SDP 	2019 2019 2019 2020 2020 2021	2, 655
Total			2,655

Sector	Project Name	Year	Loan (\$million)
Private Sector Development	 Competitiveness Industrial Modernization and Trade Acceleration Program Enhancing Capacity of SPS Arrangement to Facilitate Trade in Myanmar 	2020	854
Total			854

Note: Projects are indicative and timelines subject to change



Indicative Lending Pipeline per Sector



Sector	Project Name	Year	Loan (\$million)
Public Finance Management	 Second Decentralized Public Service and Financial Sector Development Program SP1 Fiscal and Public Expenditure Management, SP3 Strengthening Management of Public Finance Program SP2 Capacity Building to Foster Competition Project 	2020 2019 2021 2019	945
Total			945

Note: Projects are indicative and timelines subject to change



TA Pipeline, 2019-2021



- ADB TA resources approximately \$3 million/year
- Additional TA from co-financier
- Project design, capacity building, pilot innovation, business development



Key Opportunities at SEPF



- Public Management/Governance
 - ✓ Public Financial Management
 - ✓ Fiscal reform
 - ✓ Public service delivery

Finance

- ✓ Banking and Non-banking Institutions
- ✓ Capital Markets
- ✓ Financial Inclusion, Fintech, Disaster Risk Finance



Key Opportunities at SEPF



- Trade
 - ✓ Regional Trade Facilitation
 - ✓ ASEAN Economic Community Support
- Private Sector Development/Competitiveness
 - ✓ Public Private Partnership
 - ✓ MSME Development
 - ✓ Youth Employment/Jobs



Issues for Consideration



- Rapidly changing technology presents great opportunities and risks for our clients in all areas of our work.
- Strong requirement to be innovative in our approaches (project design and financial structuring).
- Regional and in-country experience is very important in considering effective technical assistance.





Thank you! We look forward to doing business with you!

Vivek Rao

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