

# ADB and the Private Sector Building Infrastructure for Progress

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BUSINESS  
OPPORTUNITIES 

ADB

# Why Do WE Work with the Private Sector



# Why the Private Sector is Important

- To achieve the Sustainable Development Goals (SDGs) by 2030, the participation of the private sector will be crucial - in mobilizing resources, creating jobs, and supporting growth in the region
- The private sector is the source of 90% of all jobs in developing countries and helps drive innovation
- Needs will only increase and gaps remain significant across infrastructure, trade and financing across Asia
- G7/G20 and almost all other development finance institutions (DFI) are increasing their emphasis on private sector participation and financing

# How ADB can assist the Private Sector

ADB can play a key role in helping to:

- Improve the business environment
- Increase the number of bankable projects
- Create markets
- Crowd-in private financing

ADB can multiply the development impact of our interventions by leveraging our:

- Relationships with governments and private sector clients
- Financial intermediaries for greater reach and diversification
- Knowledge products and advice on business incubation and PPPs
- Financial capacity to mobilize even greater amounts

# Why Private Sector Clients Work with DFIs

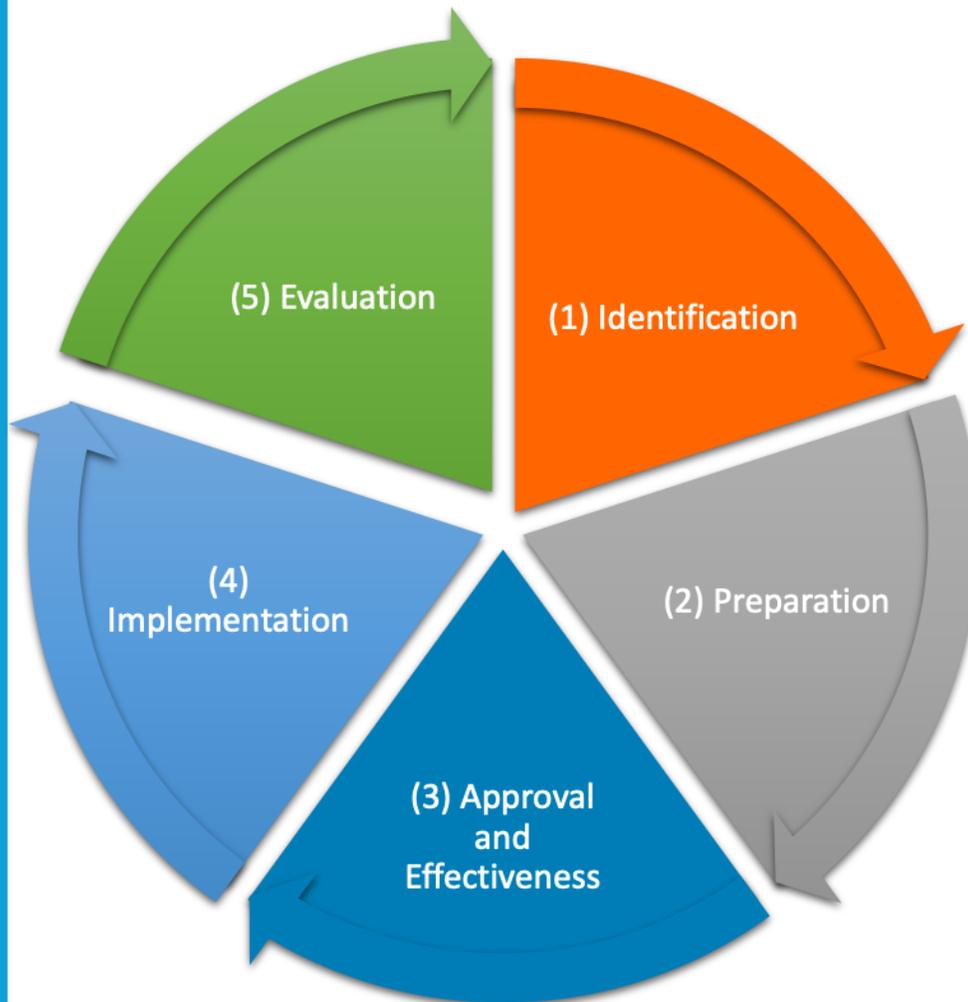


Percent of clients rating DFI performance above average or high versus commercial banks

Clients work with ADB and other DFIs to benefit from both financial and non-financial forms of additionality that they are unable to obtain elsewhere

# Differences between Sovereign and Nonsovereign Operations

# Project Cycle

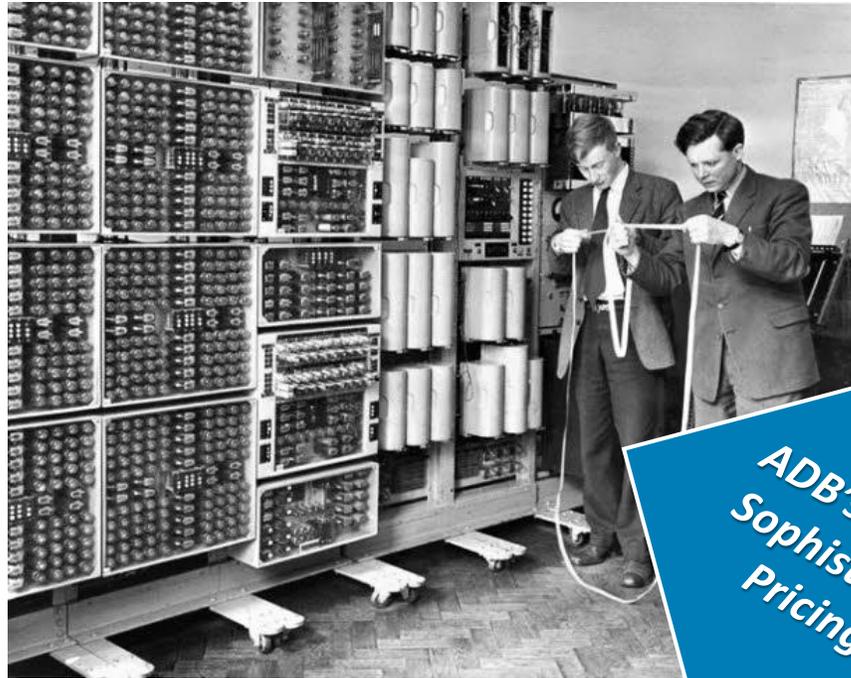


## Sovereign Project Cycle

### Key Differences with Nonsovereign

- ✓ Project proposals are post-feasibility study, therefore ADB is not involved in the detailed design of projects
- ✓ This means we are not involved in the selection of the sponsors' EPC contractors or advisors (technical, legal, etc.)
- ✓ Sponsors approach ADB for financing and/or investment, plus validation of commercial, safeguards, and other matters
- ✓ ADB supervises projects until the loan is repaid or the investment is sold

# Pricing



*ADB's  
Sophisticated  
Pricing Model*

= Market Pricing for  
Private Sector Projects

## Sovereign

ADF Grants

Concessional  
OCR

Regular  
OCR

Fixed tenor and  
pricing depending  
on country  
classification

Contractual spread  
plus maturity  
premium

## Nonsovereign

Pricing Tool

Market  
Comparators

Co-Financiers  
Co-Investors

Expected Loss  
Admin Expenses  
Capital Cost

Relevant recent  
transactions

Pricing and  
valuation of  
potential  
partners

ADB

# Nonsovereign Operations



# Sectors



## Infrastructure

Energy (Renewable Energy; Natural Gas)  
 Environmental Infrastructure (Water, Waste)  
 Transport (Road, Rail, Port, Airport, Inland Water)  
 ICT (Mobile Technology)

## Financial Institutions

Financial Inclusion (MSMEs, Women, Home Loans, Farmers)  
 Climate Change Mitigation Finance  
 Insurance  
 Fintech

## Agribusiness

Agricultural Inputs  
 Farming and Processing  
 Logistics  
 Food Brands and Food Retail

## Social Sectors

Education (Primary, Secondary, Tertiary; Technical and Vocational; Innovation)  
 Health (Hospitals; Diagnostics; Affordable Supplies; Elderly Care)



# Products

Instrument	Typical Size	Typical terms	When is it relevant?
Debt	\$20M - \$500M	<ul style="list-style-type: none"> <li>• 7 years (corporate) to 15+ years (project)</li> <li>• LIBOR / ADB cost of fund in local currency + credit spread</li> <li>• Secured or unsecured</li> </ul>	<ul style="list-style-type: none"> <li>• Established company with large balance sheet, strong cash flow</li> <li>• Possibility to mobilize co-financing under B-loan or risk participation</li> </ul>
Equity	\$2M - \$100M	<ul style="list-style-type: none"> <li>• 25% ownership maximum</li> <li>• Board seat</li> <li>• Minority protection rights</li> <li>• Put on the parent company</li> </ul>	<ul style="list-style-type: none"> <li>• Direct: growth companies at any stage through IPO (cornerstone or anchor investment)</li> <li>• PEF: multi-sector and regional funds</li> <li>• ADB Ventures: early-stage companies focused on new technologies</li> </ul>
Guarantees	\$20M - \$500M	<ul style="list-style-type: none"> <li>• Partial credit guarantees (PCG): market based, fees based off lenders' margin</li> <li>• Political risk guarantees (PRG): market based, fees based off reinsurance market</li> </ul>	<ul style="list-style-type: none"> <li>• Where other lenders are more efficient than ADB in mobilizing local currency, or reaching target customers (PCG)</li> <li>• In frontier markets (PRG)</li> </ul>
Blended Finance	\$5M - \$10M	<ul style="list-style-type: none"> <li>• Long term loan at concessional interest rate to be "blended" with ADB financing</li> <li>• First loss cover</li> </ul>	<ul style="list-style-type: none"> <li>• Whenever donor funds managed by ADB are available</li> <li>• Applicable for climate mitigation and adaptation projects or low-income countries</li> </ul>
Technical Assistance	\$0.5M - \$1M	<ul style="list-style-type: none"> <li>• For project preparation TA, reimbursable at closing</li> <li>• For capacity development TA, non-reimbursable grant</li> </ul>	<ul style="list-style-type: none"> <li>• Enhance corporate governance, environmental and social standards, risk management, gender mainstreaming, etc.</li> <li>• Develop new products for underserved segments</li> </ul>



# Eligible Transactions

- ✓ Located in ADB's developing member countries
- ✓ ADB's target sectors (infrastructure, financial sector, agribusiness, etc.) and themes (climate change, inclusive business, etc.)
- ✓ Developmentally and commercially sound, with a clear business plan
- ✓ Financing not directly guaranteed by the government
- ✓ Clear financing or other need (safeguard support, risk coverage, etc.) from ADB
- ✓ Willing to employ professional advisors (legal, technical, environment and social, etc.)
- ✓ For equity investments, a board seat for ADB and clear exit strategy



High demonstrational value and replicability



Innovative (new technologies or ways of doing business)



Highest integrity and ethical standards



Crowding in commercial financing

## ***ADB Additionalities***

- ✓ Financial, including (i) various products from debt to equity, credit enhancement and risk mitigation, (ii) local currencies, and (iii) longer tenors and patient investor
- ✓ Non-financial, including (i) stamp of approval, (ii) country risk mitigation, neutral broker role with governments, (iii) safeguard and corporate governance expertise, and (iv) extensive knowledge of markets, sectors, and clients

# Approval Process

## Standard Deals

### Concept Review

- Review of business plan and financials
- Internal peer review
- **Concept Review Committee's review**

### Due Diligence

- Technical, commercial, legal and safeguards due diligence
- Finalize term sheet
- Formal risk rating
- Disclose safeguards documents

### Final Review

- Investment Committee review
- President's review

### Board Approval

- 21-day circulation to the Board for review
- **Board's approval**

## FAST Deals\*

### Early Review

- Review of business plan & financials
- Initial risk rating
- **FAST Committee review**

### Due Diligence

- Technical, legal commercial, and safeguards due diligence
- Finalize term sheet
- Formal risk rating
- Disclose safeguards documents

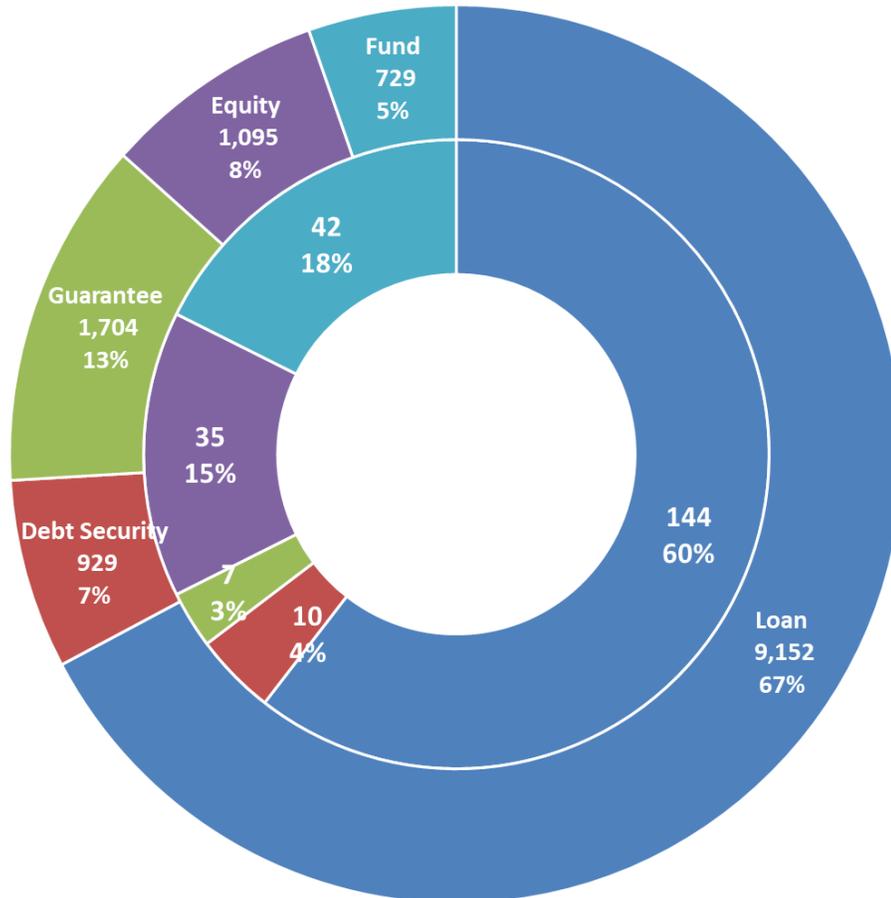
### Final Review

- Investment Committee review
- **President's approval**

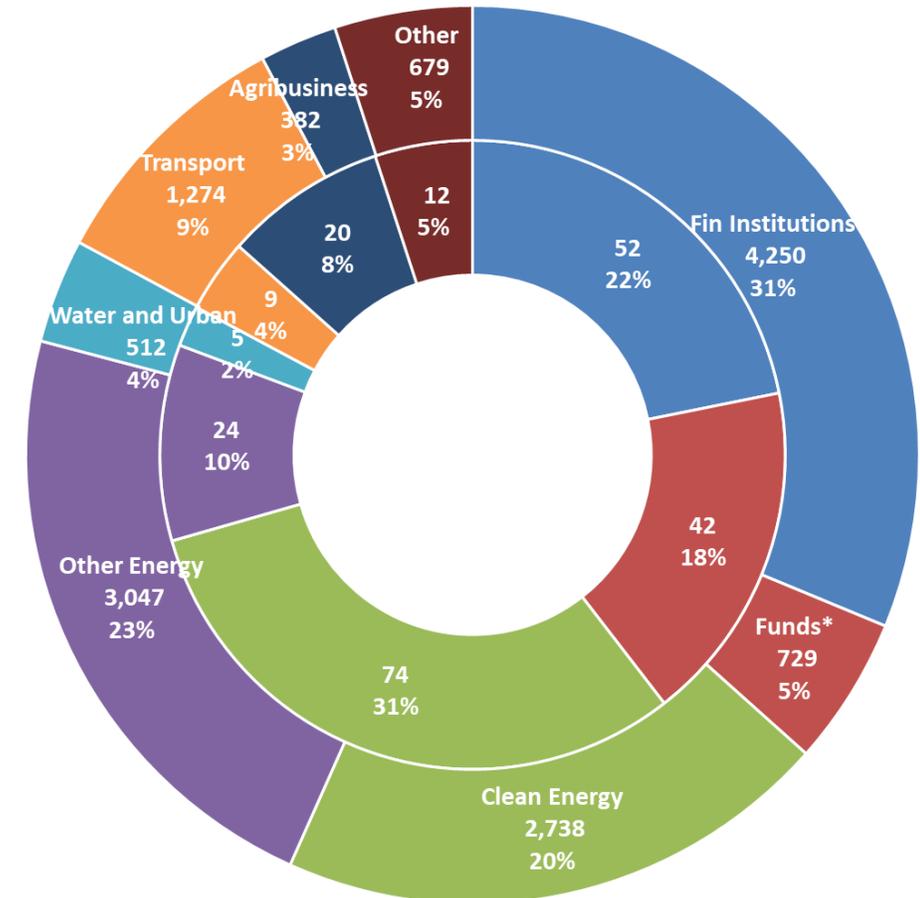
# Portfolio by Product and Sector

Committed Exposure of \$13.6 billion as of December 31, 2019 (Inner Circle by Project Count, Outer Circle by Volume)

By Product Type



By Sector

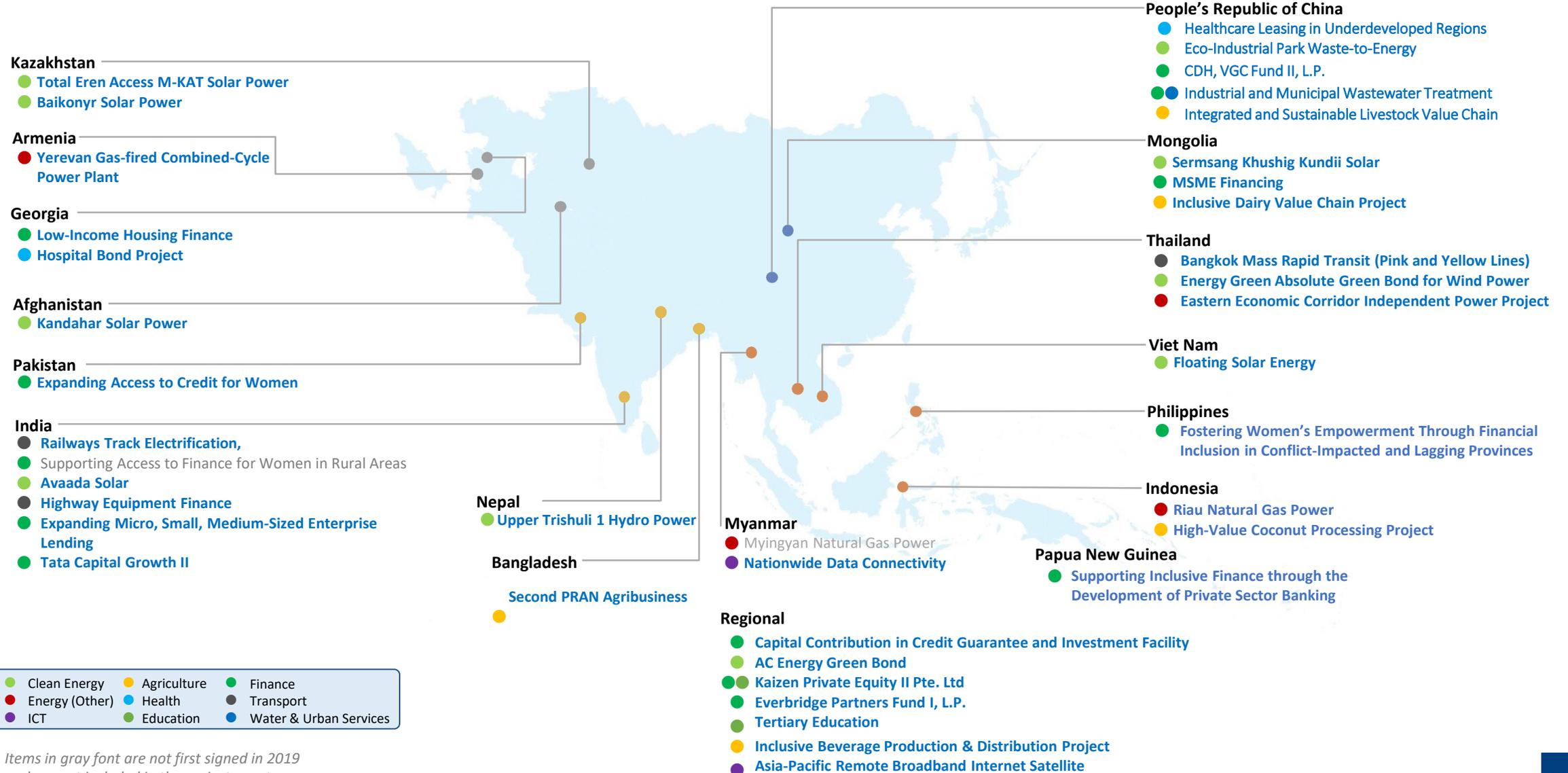






# Commitments 2019

38 projects, \$3.01 billion committed, \$6.93 billion cofinanced



Items in gray font are not first signed in 2019 and are not included in the project count

# Impact



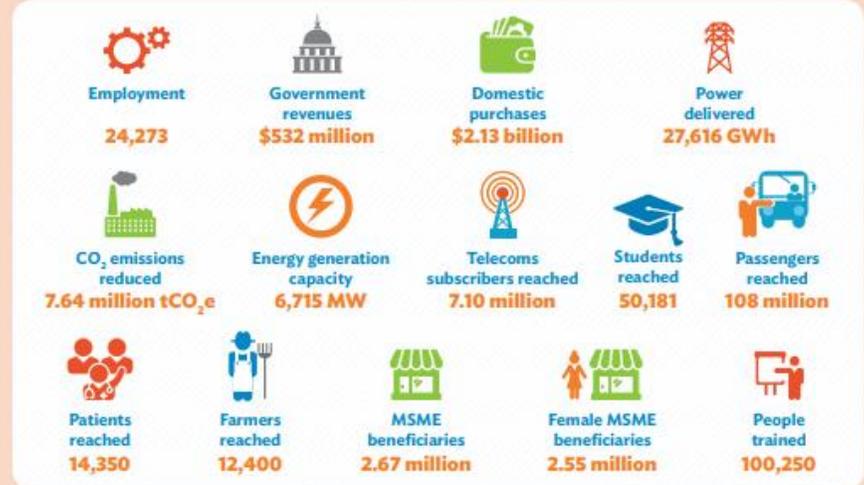
## PRIVATE SECTOR OPERATIONS IN 2019

REPORT ON DEVELOPMENT EFFECTIVENESS

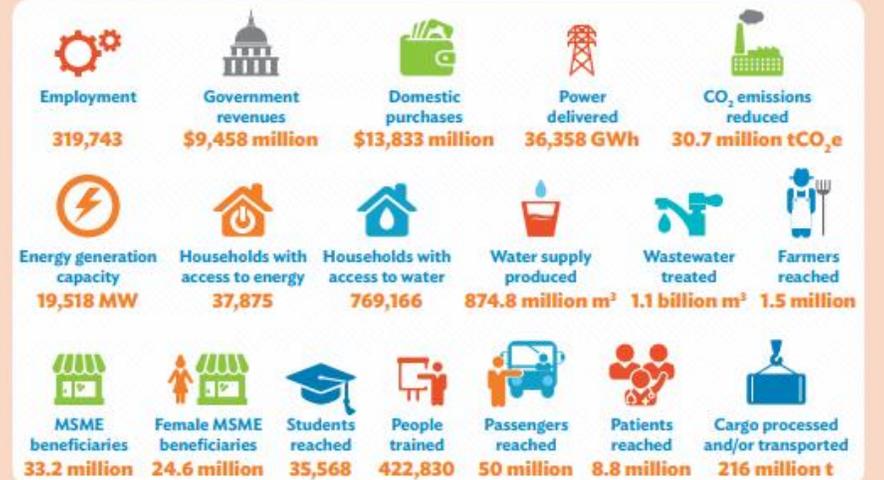
JULY 2020



### Results Expected from Projects Committed in 2019



### Results Achieved by PSOD's Active Portfolio



CO<sub>2</sub> = carbon dioxide; tCO<sub>2</sub>e = tons of carbon dioxide equivalent; GWh = gigawatt-hour; m<sup>3</sup> = cubic meter; MSME = micro, small, and medium-sized enterprise; MW = megawatt; PSOD = Private Sector Operations Department; t = ton.  
Source: Asian Development Bank (Private Sector Operations Department).

ADB

# Case Studies



# THANK YOU!

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