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ADB

Business Opportunities Webinar

ISRAEL

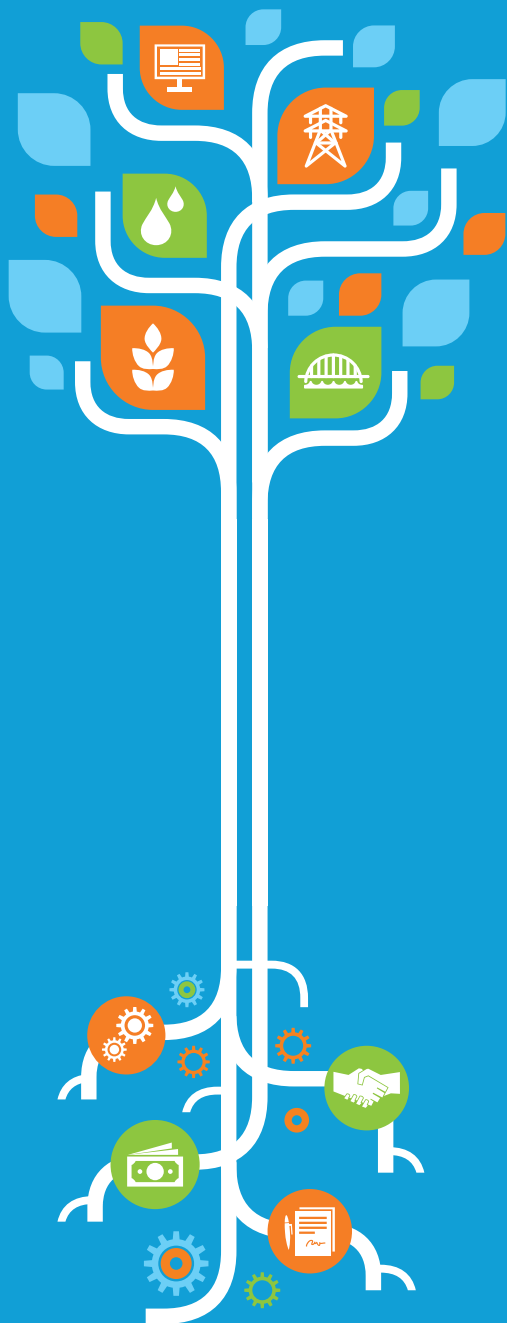
9 July 2025

Jesper Pedersen

Director, Procurement Division

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(PPFD)

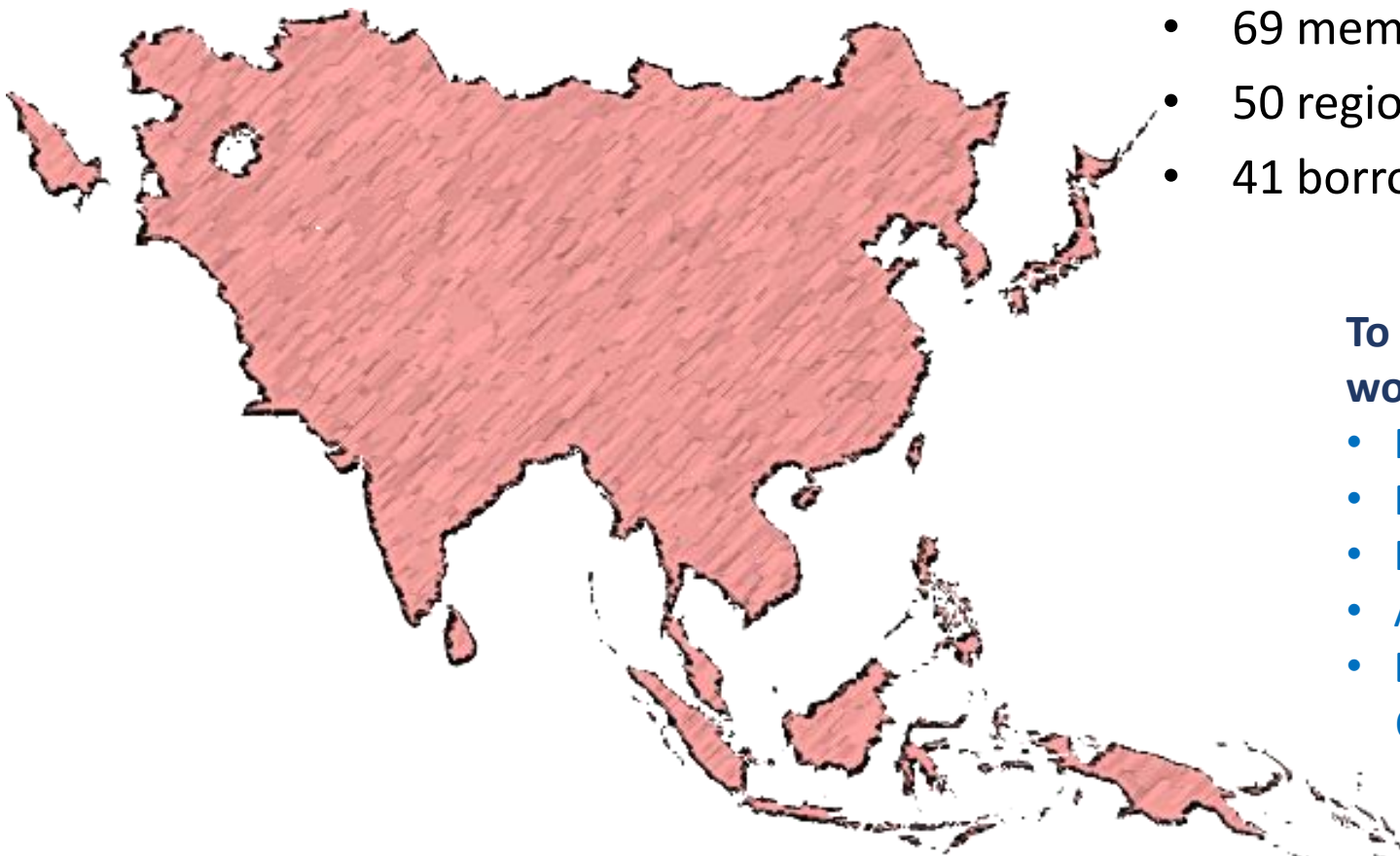
BUSINESS
OPPORTUNITIES



ADB Operations

BUSINESS
OPPORTUNITIES 

A brief about ADB



- Founded in 1966, HQ in Philippines
- 69 members
- 50 regional & 19 non-regional
- 41 borrowing members

To support its clients, ADB works with:

- Private sector
- NGOs and CSOs
- Foundations
- Academia & Think tanks
- Donors & International Organizations

Main instruments: loans/grants, technical assistance, equity and guarantees

Delivered through: ADB's own resources (ordinary; concessional; special funds) and cofinancing

Largest borrowers in 2023: India, PR China, Bangladesh, Philippines, Pakistan

How do we support our Developing Members?



Financing: providing loans, technical assistance, grants, and equity investments while also mobilizing funds from other sources



Knowledge: Focusing on practical value that fits local conditions, identifying lessons, and replicating good practices



Partnerships: Promoting dialogue and collaboration among diverse partners and stakeholders

Strategy 2030: Seven Operational Priorities



Addressing remaining poverty and reducing inequalities



Accelerating progress in gender equality

At least 75% of committed operations by 2030



Tackling climate change, building climate and disaster resilience, and enhancing environmental sustainability

At least 75% of committed operations by 2030, \$80 billion from own resources from 2019–2030



Making cities more livable



Promoting rural development and food security



Strengthening governance and institutional capacity



Fostering regional cooperation and integration

Key Approaches



Expanding private sector operations

1/3 of ADB operations by 2024



Catalyzing and mobilizing financial resources for development

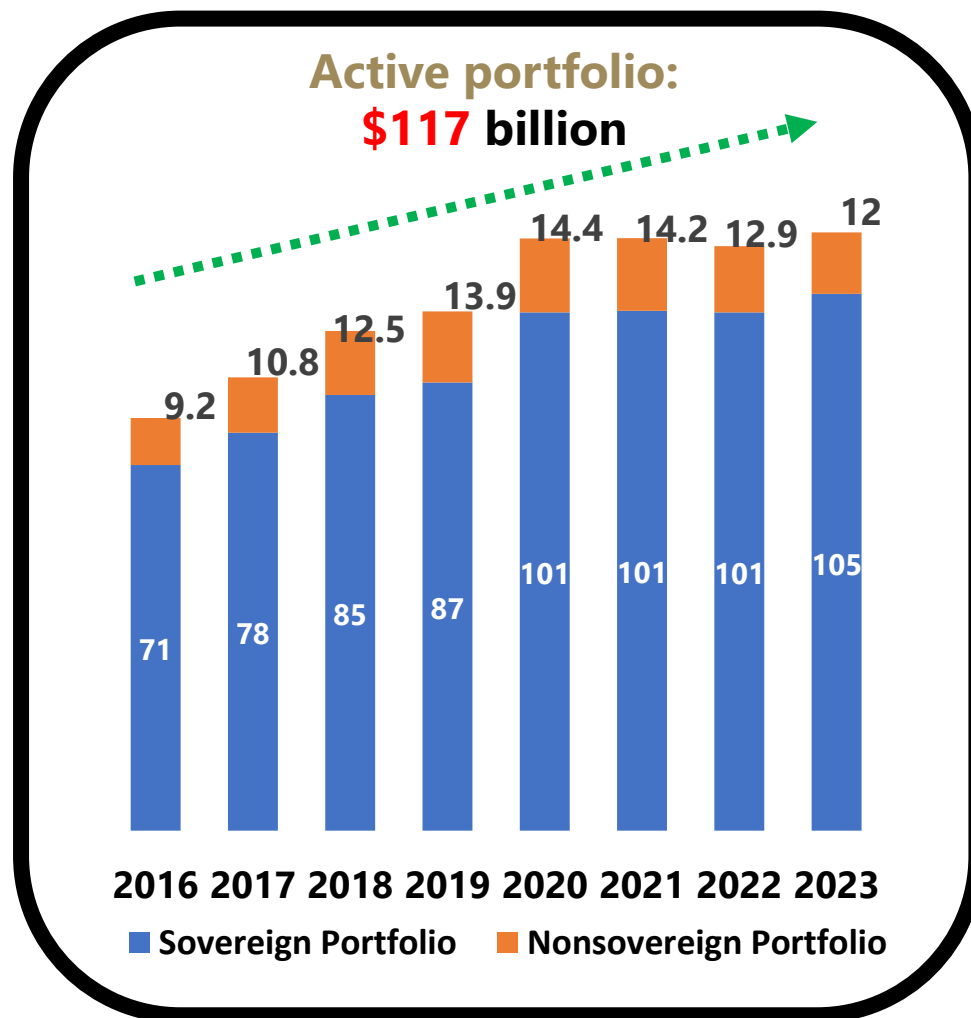
\$1 in private sector operations financing matched by \$2.50 of cofinancing



Strengthening knowledge services

<https://www.adb.org/documents/strategy-2030-prosperous-inclusive-resilient-sustainable-asia-pacific>

Overview of ADB Operations



Expected to increase significantly over next decade from capital adequacy reforms that unlock an additional **\$100 billion** of lending headroom

(<https://www.adb.org/news/adb-capital-management-reforms-unlock-100-billion-new-funding-over-next-decade-support-asia>)



BY SECTOR

26%
Transport

19%
Energy

13%
ANR

12%
WUS

8%
Finance

6%
Health

6%
Public Sector Management

6%
Education

1%
Industry and Trade

0.2%
ICT

...
Multisector

BY DEVELOPING MEMBER COUNTRY

1 India
14%

2 People's Republic of China
12%

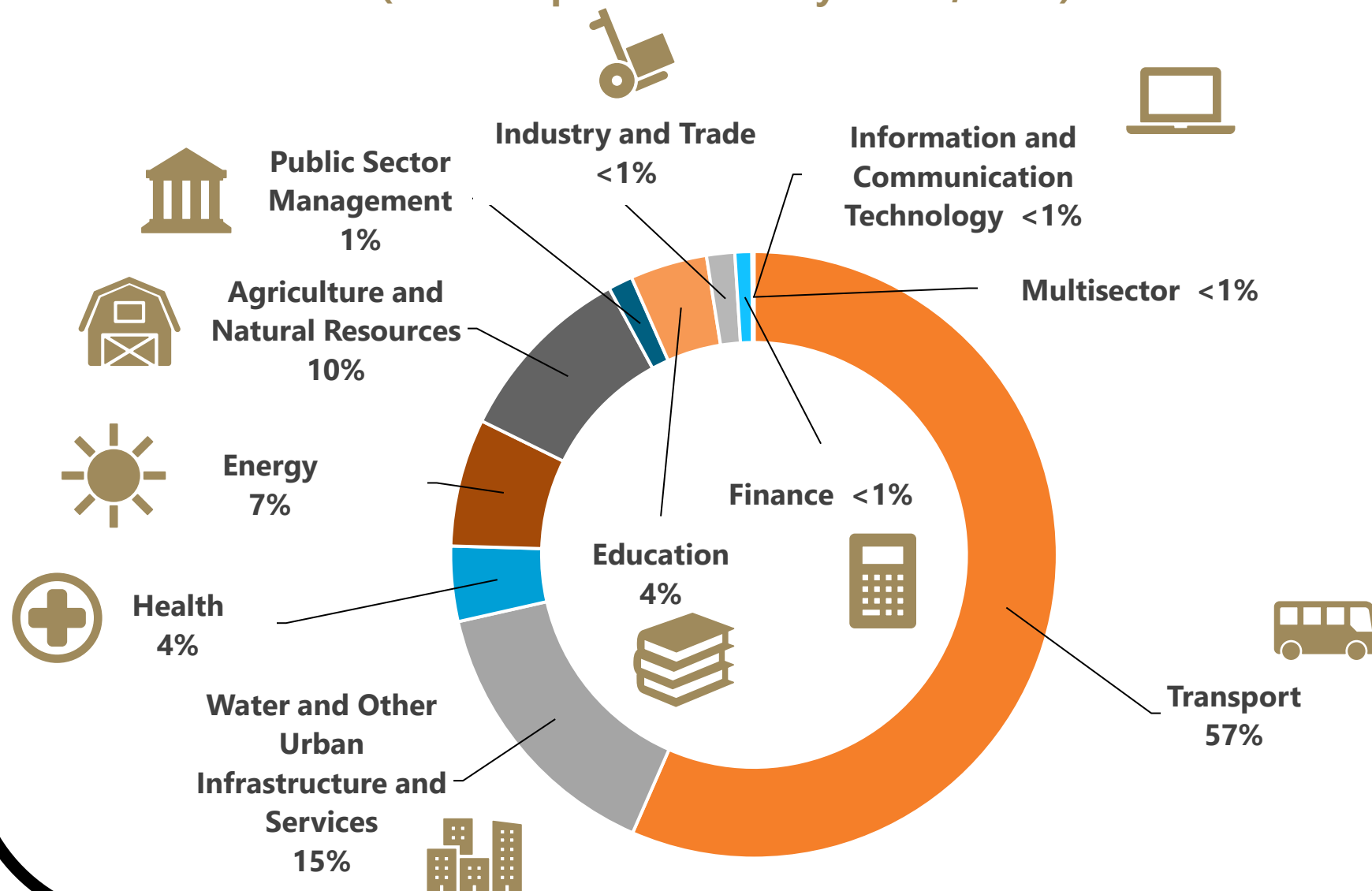
3 Bangladesh
11%

4 Philippines
9%

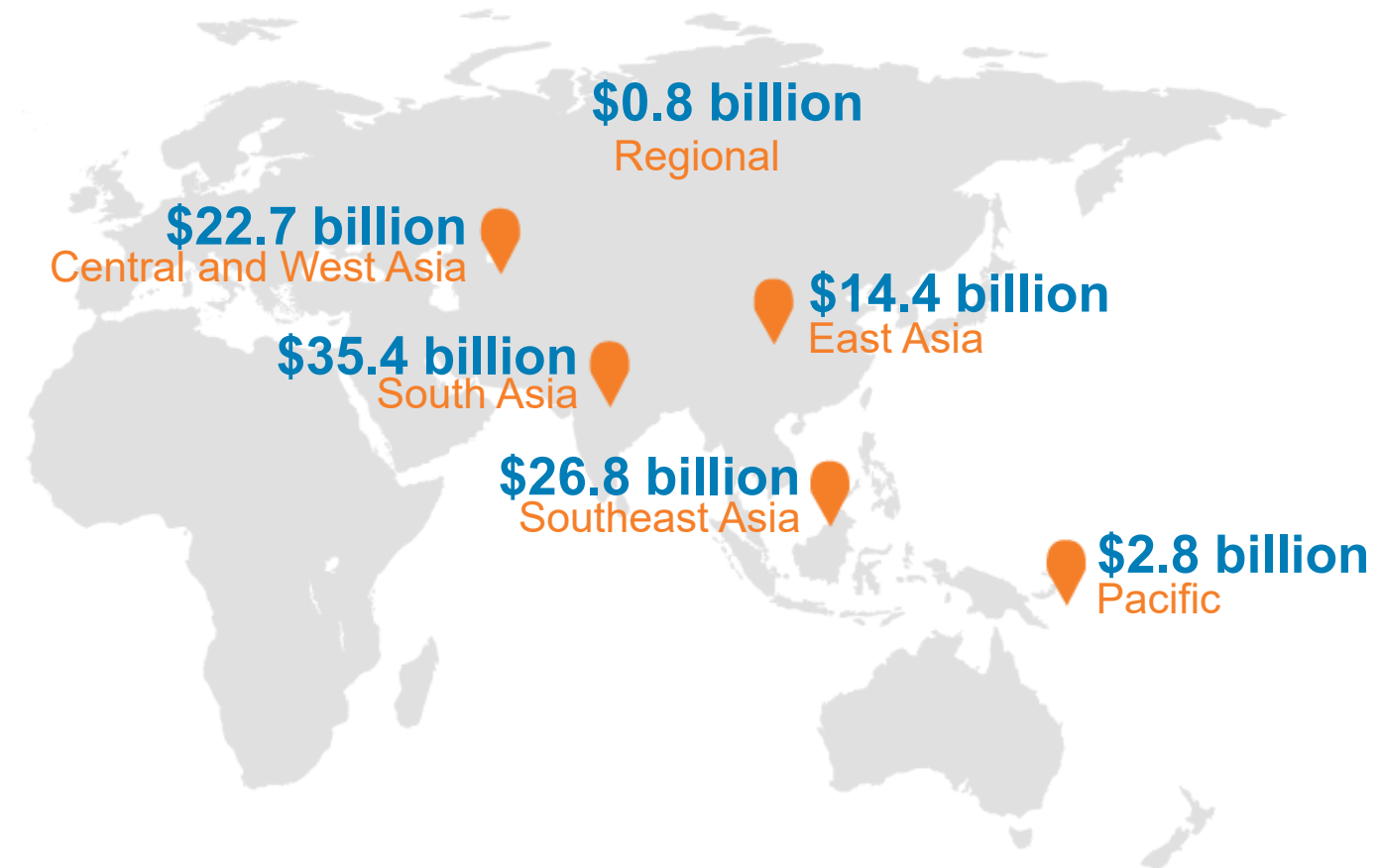
5 Pakistan
9%

6 Others
44%

What do we work on? (Share of procurement by sector, 2023)



Active sovereign portfolio by region



Why pursue ADB-Financed Contracts?



Gateway to new opportunities in fast growing emerging economies across multiple sectors



Availability of funds



International best practice procurement procedures



Risks related to transparency, fairness and integrity of procurement processes mitigated through ADB oversight



ASIAN DEVELOPMENT BANK
BUSINESS OPPORTUNITIES FAIR 2025
16-17 SEPTEMBER 2025 | 9 A.M.-5 P.M. | ADB HEADQUARTERS, MANILA



On **16-17 September 2025**, ADB will conduct its **Business Opportunities Fair (BOF)**.

The ADB BOF is a **one-stop forum** for consultants, contractors, manufacturers, suppliers, and civil society organizations looking to provide goods, works, and services for ADB projects.

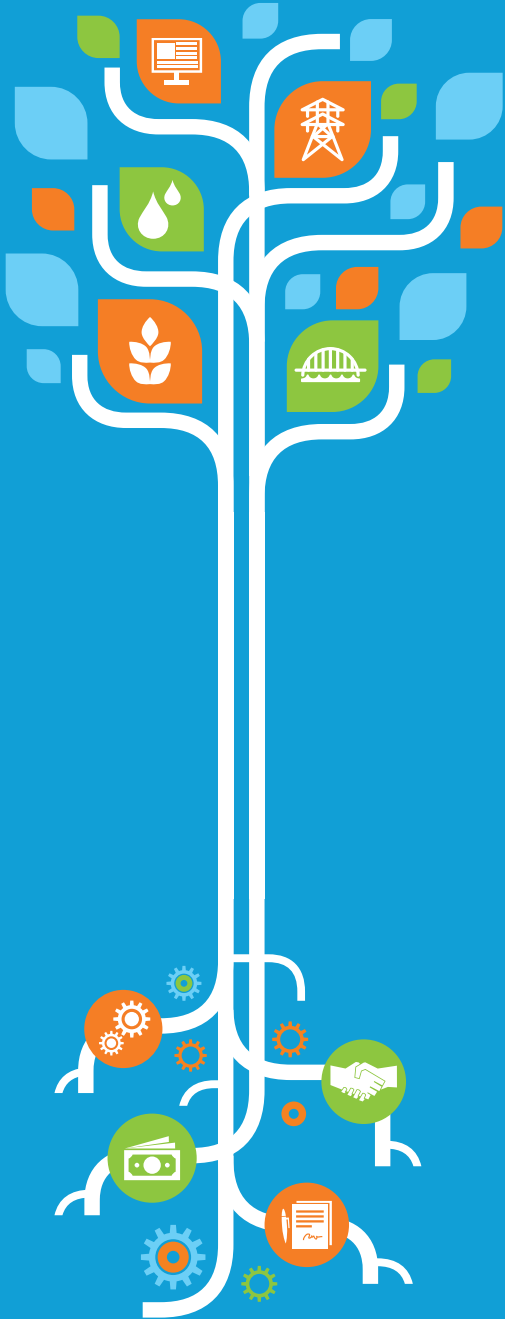
It is an excellent opportunity to **network** with peers in the industry and with ADB specialists in the energy, transport, water, urban development, climate change, agriculture, environment, public management, finance, health, and education sectors.

To register and to know more about the Fair, please visit:

<https://www.adb.org/news/events/business-opportunities-fair-2025>

<https://www.linkedin.com/showcase/adb-business-center/>





THANK YOU!

