



Business Opportunities Fair



Welcome Introducing ADB

March 2-3 2011

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Asian Development Bank



A regional multilateral development bank ...

- **Established in 1966**
- **A partnership of 67 countries**
- **42 client countries**
- **28 offices worldwide**

Our shared vision is of an Asia and Pacific region free of poverty: a vision of thriving, modern economies well integrated with each other and with the world.

Haruhiko Kuroda
President, Asian Development Bank



ADB's Partners



- **Governments**
- **Private sector**
- **Nongovernment organizations**
- **Development agencies**
- **Community-based organizations**
- **Foundations**

**Almost all
ADB
projects
rely on
Consultants
and
Contractors**



Lending Resources*



Ordinary Capital Resources

- Capital Stock \$ 143.95 billion
- Amount Paid-In \$ 7.41 billion
- Callable Guarantees \$ 136.54 billion

Asian Development Fund

- Contributed \$ 34.38 billion

* At 30 December 2010

Largest Borrowers

2006	2007	2008	2009	2010
PRC	Pakistan	India	Indonesia	India
Pakistan	Vietnam	PRC	PRC	PRC
India	India	Pakistan	Viet Nam	Bangladesh
Indonesia	PRC	Indonesia	India	Vietnam
Philippines	Indonesia	Philippines	Philippines	Uzbekistan
Vietnam	Bangladesh	Viet Nam	Bangladesh	Kazakhstan

Since 2000, our Asian Development Fund has

built 38,000
schools

built or
improved
6,700 health
facilities

given 208,500
impoverished
households
clean water
connections

irrigated
336,000
hectares of
land

built and
rehabilitated
42,000
kilometers of
roads

built 3,600
bridges to
connect
people
to jobs,
markets, and
services

provided
over 820,000
households
with new
energy
connections

installed
about 110,000
communication
lines



Why pursue ADB contracts?

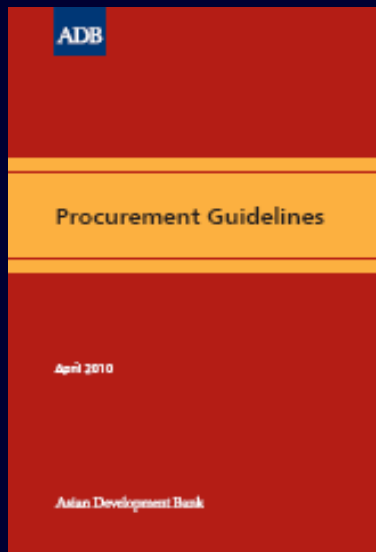
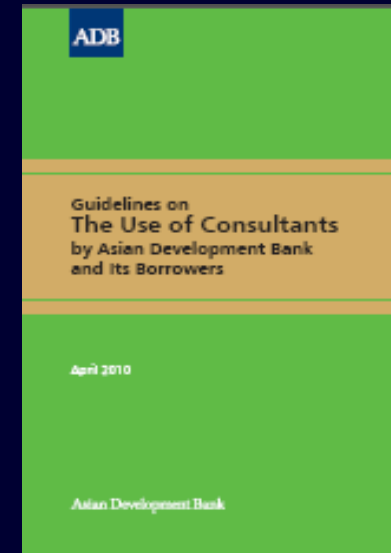


ADB Oversight

- **ADB (under TAs) or Borrower select and recruit Consultants**
- **The Borrower (Executing Agency) is responsible for all procurement of goods and works**
- **ADB reviews the procurement activities to ensure that the ADB Guidelines are followed**

Guidelines

- Policies and procedures on the **selection, contracting and monitoring of consultants** for loan and technical assistance projects, conducted by ADB or Borrower/Executing Agencies



- Policies and procedures for the **procurement of goods and works** conducted by the Borrower/Executing Agencies

Fundamental Principles

- **Transparency**
- **Fairness**
- **Economy and Efficiency**
- **Promotion of Domestic Industries**
- **Source of Goods & Services (Eligibility)**



ADB Portfolio



Strategic Agendas

- Inclusive Social Development
- Environmental Sustainability
- Regional Cooperation for poverty reduction

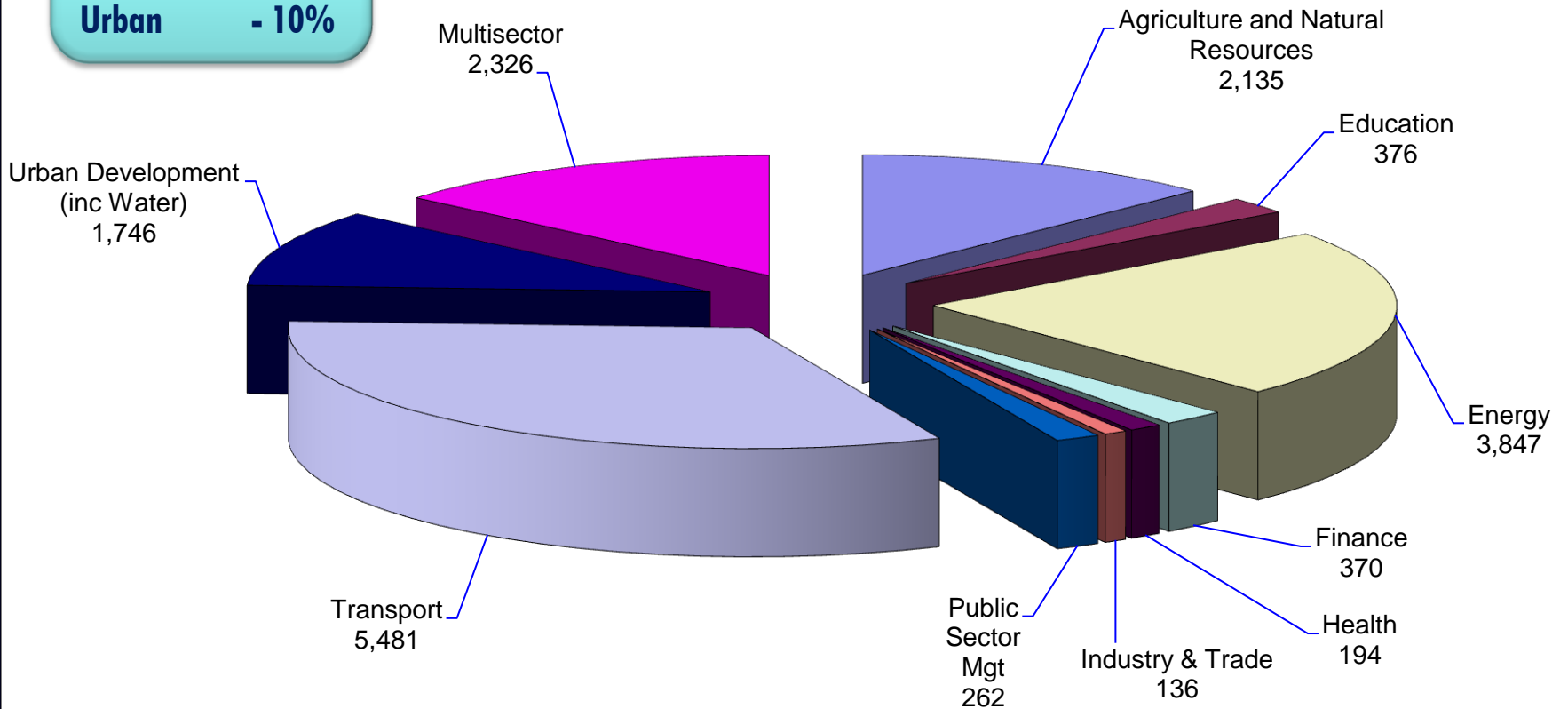
Five Core Specializations

- Infrastructure
- Environment including climate change
- Regional Cooperation and integration
- Financial sector development
- Education

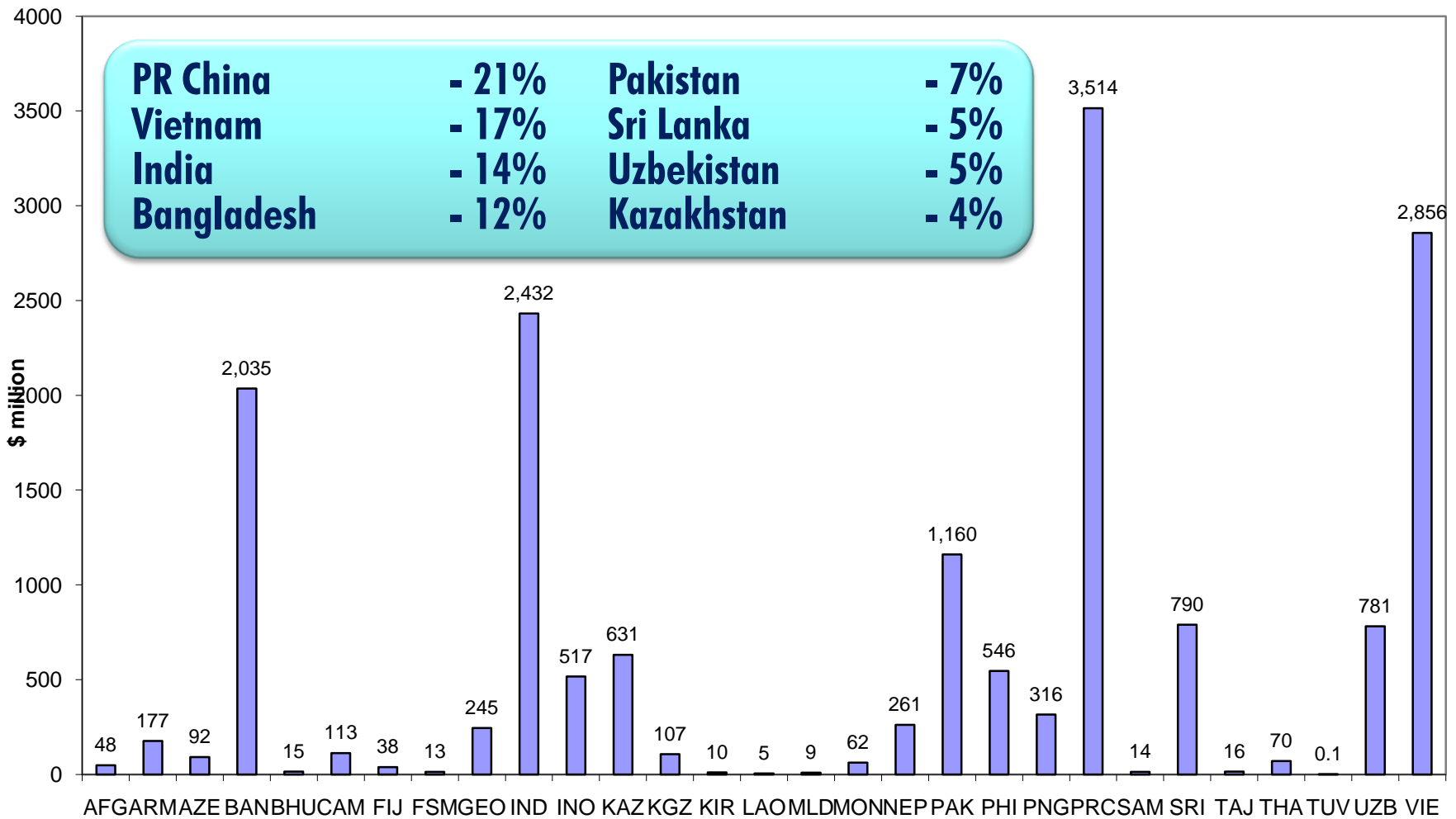
ADB's Long-Term Strategic Framework: Strategy 2020 (published 2008)
<http://www.adb.org/documents/Policies/Strategy2020/Strategy2020-print.pdf>

Transport - 33%
Energy - 23%
Multi-sector - 14%
ANR - 13%
Urban - 10%

Uncontracted Loan Funds - by Sector
 (in US\$ million, at 31 January 2011) – Total = \$16,872M



Uncontracted Loan Funds by Country
(at 31 January 2011) US\$ Millions – Total = \$16,872M



**Locations to consider for
Business Development:
Solomon Islands, Papua New Guinea,
Timor Lest and other Pacific States
Afghanistan,
Cambodia,
Pakistan**



Local operating considerations

- **Logistics – transport methods, time, frequency, customs procedures and cost**
- **Availability of resources in country - raw materials, equipment, spare parts, skilled and unskilled labor**
- **Insurances**
- **Security - personnel, site, supply chain**
- **Financing – bid security, cash flow, currency controls and risks**
- **Geophysical conditions**

Possible sources of assistance:

- **Government trade bodies and embassies (trade missions)**
- **Alliances or Joint Ventures with local organizations**
- **Local Consultants**
- **Security Advisors**

- **This Fair**
- **Trade Bodies**
- **Trade Directories**
- **2 official ADB LinkedIn Networking Sites**
 - **ADB Suppliers Network:**
<http://www.linkedin.com/e/qfo72y-gkf172wo-r/vgh/3796532/>
 - **ADB Consultants Network:**
<http://www.linkedin.com/e/qfo72y-gkf0zuh8-6r/vgh/3796524/>

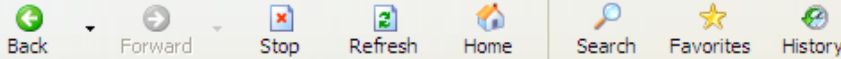


ADB Suppliers Network



All Discussions | LinkedIn - Microsoft Internet Explorer provided by Asian Development Bank

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Address http://www.linkedin.com/groups?promosList=&gid=3796532&trk=anet_ug_promos&goback=%2Egna_3796532

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Groups



ADB Suppliers Network

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- Archive search »
- All Promotions
- My Promotions
- My Comments
- My Followed Promotions

Recent Activity



Sarah Cotgreave Accessing business opportunities for suppliers, contract

ADB publishes information on 3 types of opportunities: 1. Borrower Procurement borrowers who are procuring goods and services under loans financed by ADB at <http://www.adb.org/Documents/ADBBO/procurement.asp> 2. Institutional Procurement
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Sarah Cotgreave Online course - Learn more about Supplying ADB

ADB has published an interactive introduction for Contractors, Suppliers and Manufacturers about supplying ADB. It is designed so that a business executive can read the e-learning tool covers the ADB's operations,...



Sarah Cotgreave ADB Business Opportunities Fair, 2-3 March 2011, Manila

ADB's Business Opportunities Fair is a one-stop forum for consultants, contractors looking to provide goods and services for ADB projects. It has proven to be an event only with peers in the industry, but also with...



We look forward to working with our stakeholders and development partners to fight poverty in Asia and the Pacific.



Thank you