



Business Opportunities Fair



Introducing ADB Why do Business with ADB? 12-13 March 2014

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Welcome



- The Role, Strategy and Operations of the Asian Development Bank
- ADB Procurement and its Fundamental Principles
- ADB Business Opportunities



What is ADB?



A regional multilateral development bank ...

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



Strategy 2020



Vision:

Asia and the Pacific free of poverty.

- Inclusive economic growth
- Environmentally sustainable growth
- Regional cooperation and integration





Asia has the world's largest infrastructure gap

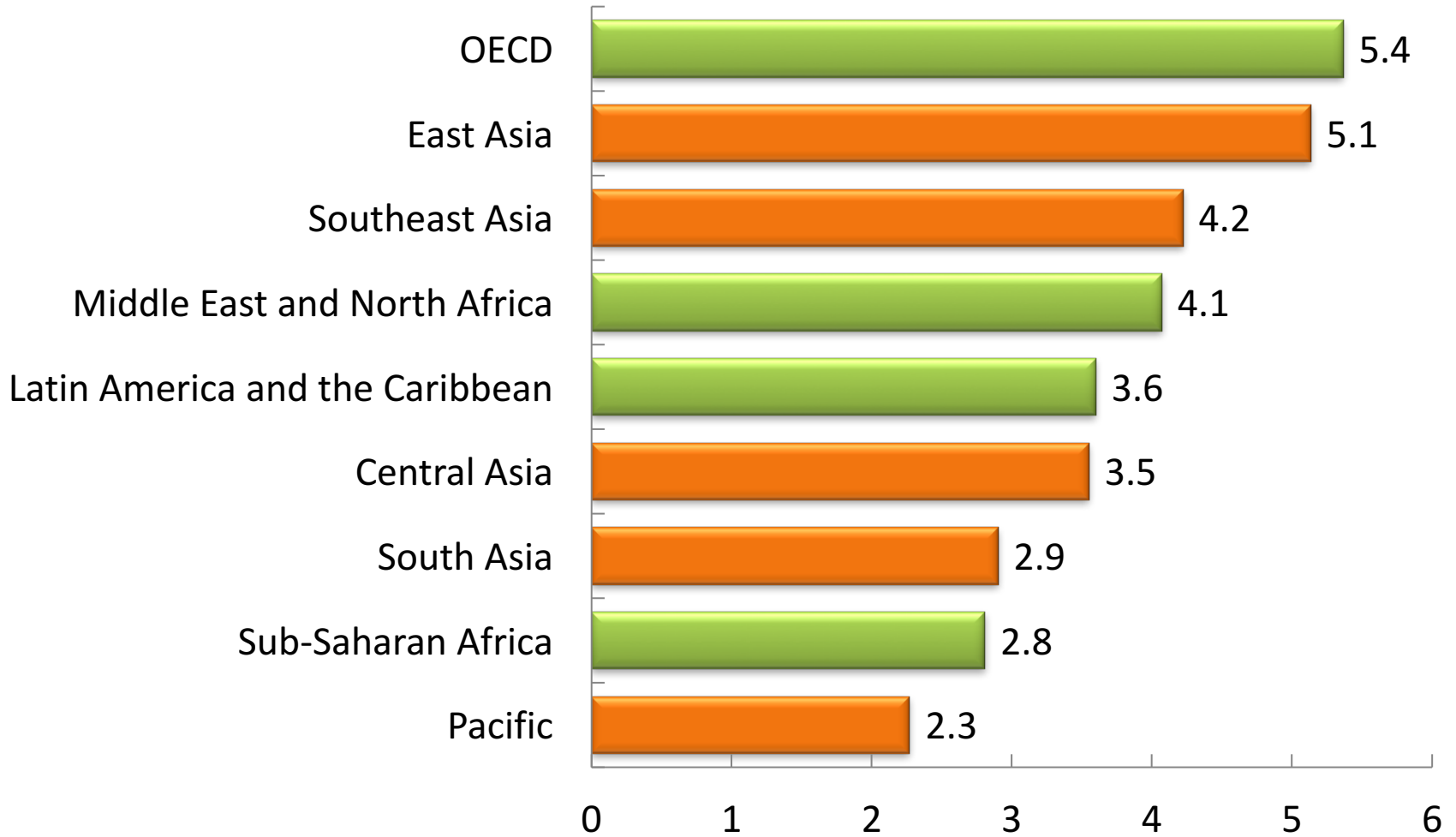
Number of People without Access to Infrastructure in the Asia and Pacific Region

Water and Sanitation	900 million people
Electricity	800 million people
Roads	1.2 billion people
Internet	80% of Asia

Source: Various reports compiled by ADB



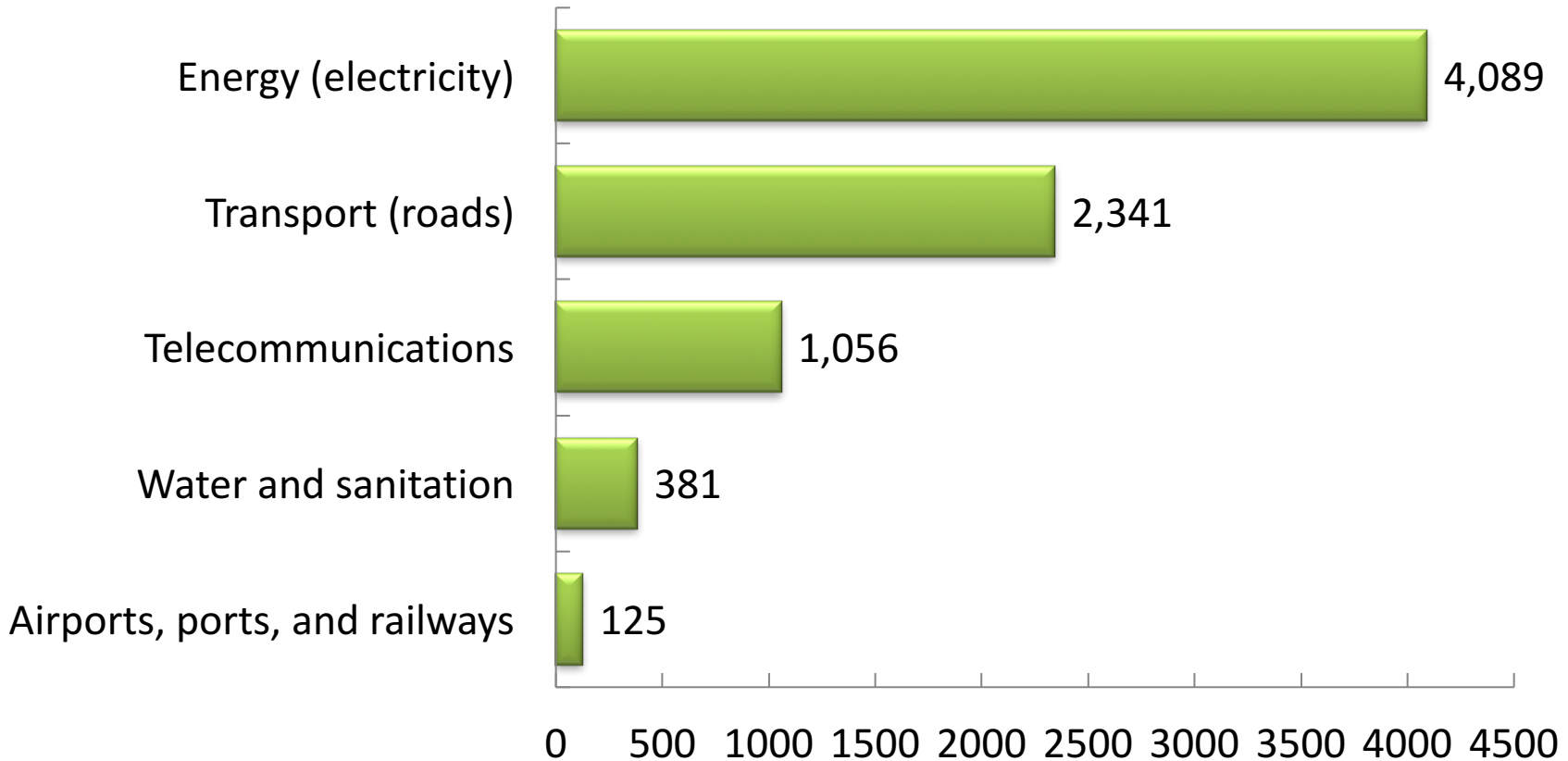
Asia's overall infrastructure scores* is relatively low



Source: Global Competitiveness Report 2012-2013
*1 = extremely underdeveloped to 7= extensive and efficient

Asia's financing requirements are large

Asia's infrastructure needs, 2010–2020



Source: ADB, 2009. Infrastructure for a Seamless Asia. Manila

⇒ **Total of \$8.3 trillion (2010–2020) or \$750 billion/y**

ADB's core operations

- Infrastructure
- Environment
- Regional cooperation
- Finance sector
- Education

Drivers of Change

- Private sector development and private sector operations
- Good governance and capacity development
- Gender equity
- Knowledge solutions
- Partnerships

Main Instruments

- Loans and Grants
- Technical Assistance
- Advice and Knowledge Management

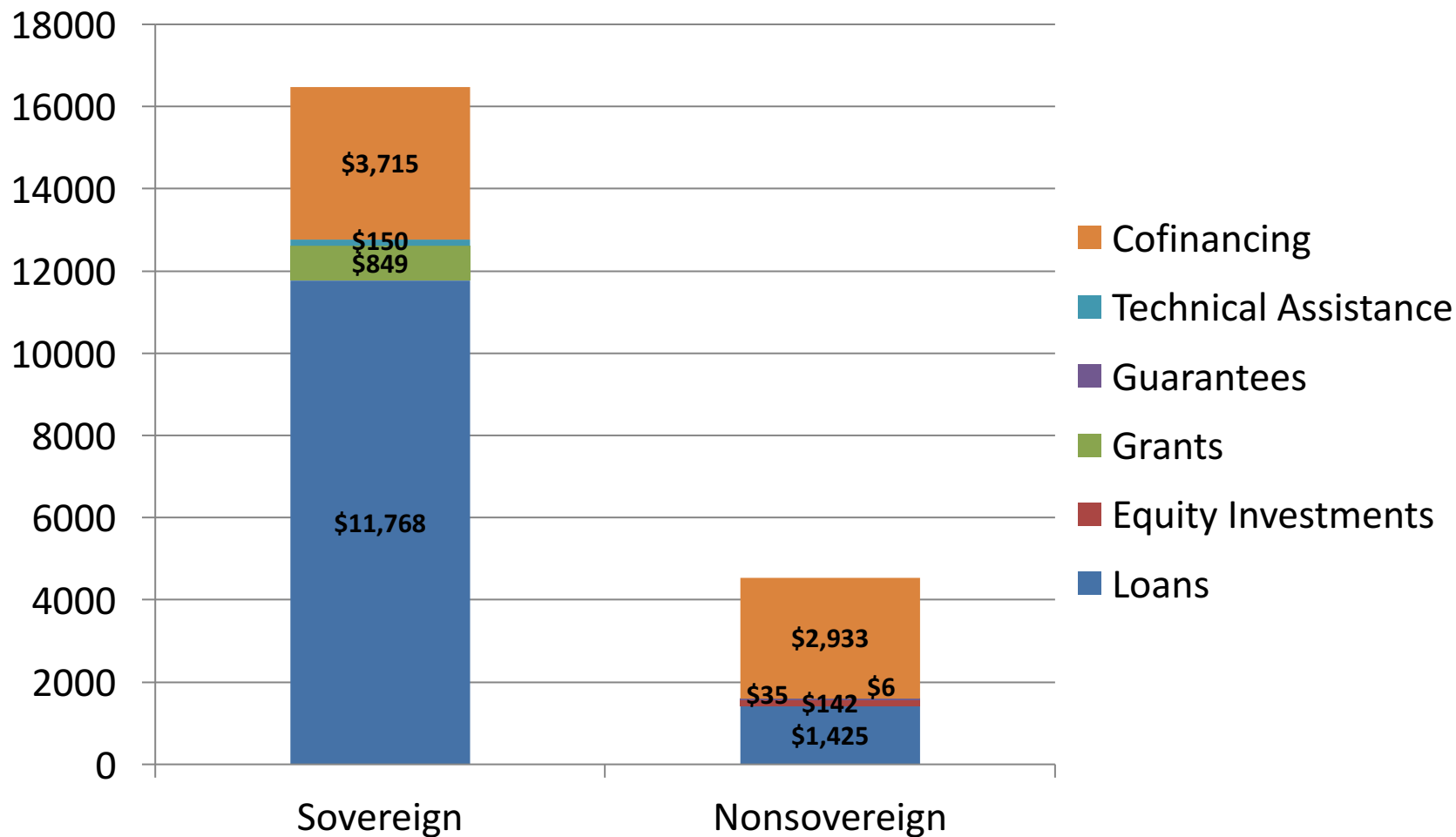
Lending

- Dominantly in public sector to Government
- ADB assists private enterprises in developing countries through equity investments, guarantees, and loans.
- AAA credit rating helps mobilize funds for development activities

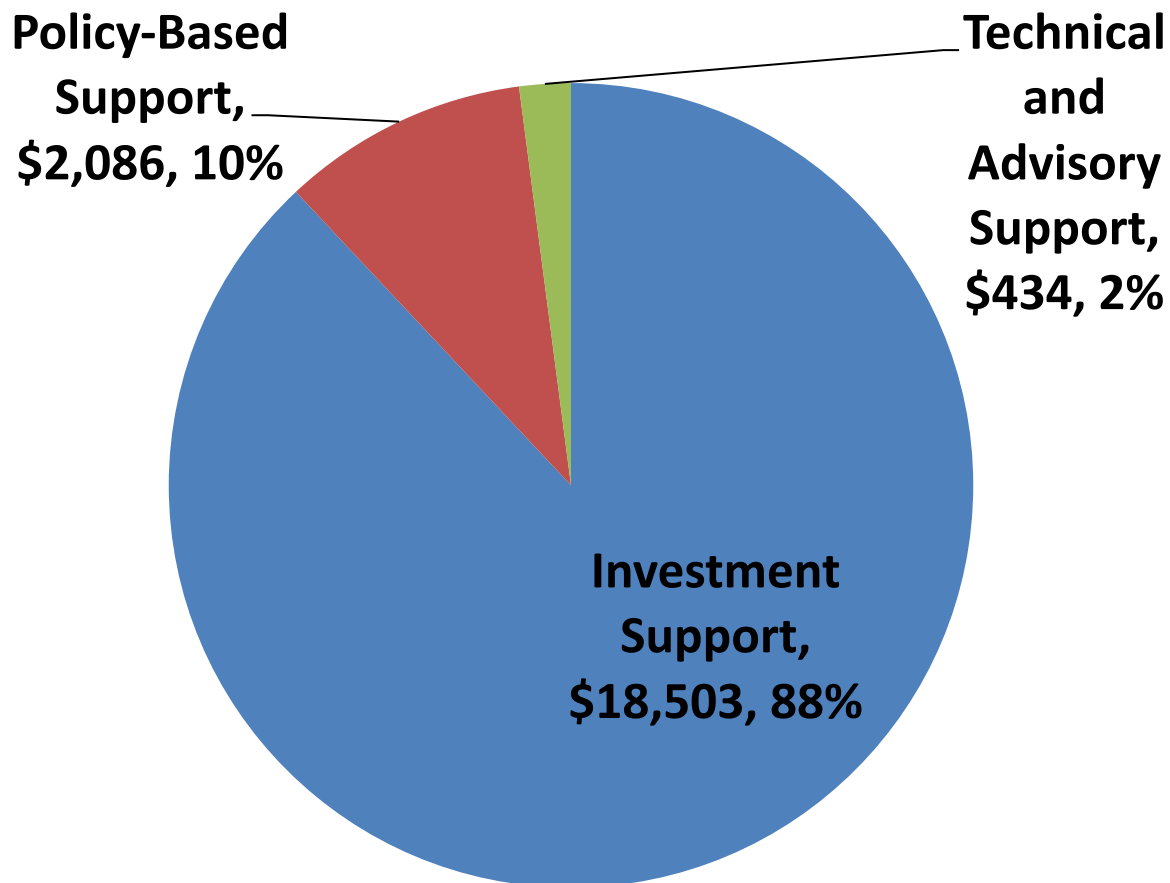
ADB Operations (\$million)

	2012	2013
Ordinary Capital Resources	10,017	10,363
Loans	9,283	10,186
Guarantees	403	35
Equity Investments	131	142
Supply Chain Finance	200	-
Special Funds Resources	3,005	4,012
Asian Development Fund	2,850	3,850
Loans	2,184	3,008
Grants	666	843
Technical Assistance Special Fund	142	149
Other Special Funds	13	14
Grants ²	4	7
Technical Assistance Grants	9	7
Subtotal	13,022	14,375
Cofinancing	8,272	6,645
Project Cofinancing	8,125	6,367
Technical Assistance Cofinancing	147	278
TOTAL	21,293	21,020

Sovereign and Non sovereign Approvals (in \$ million)



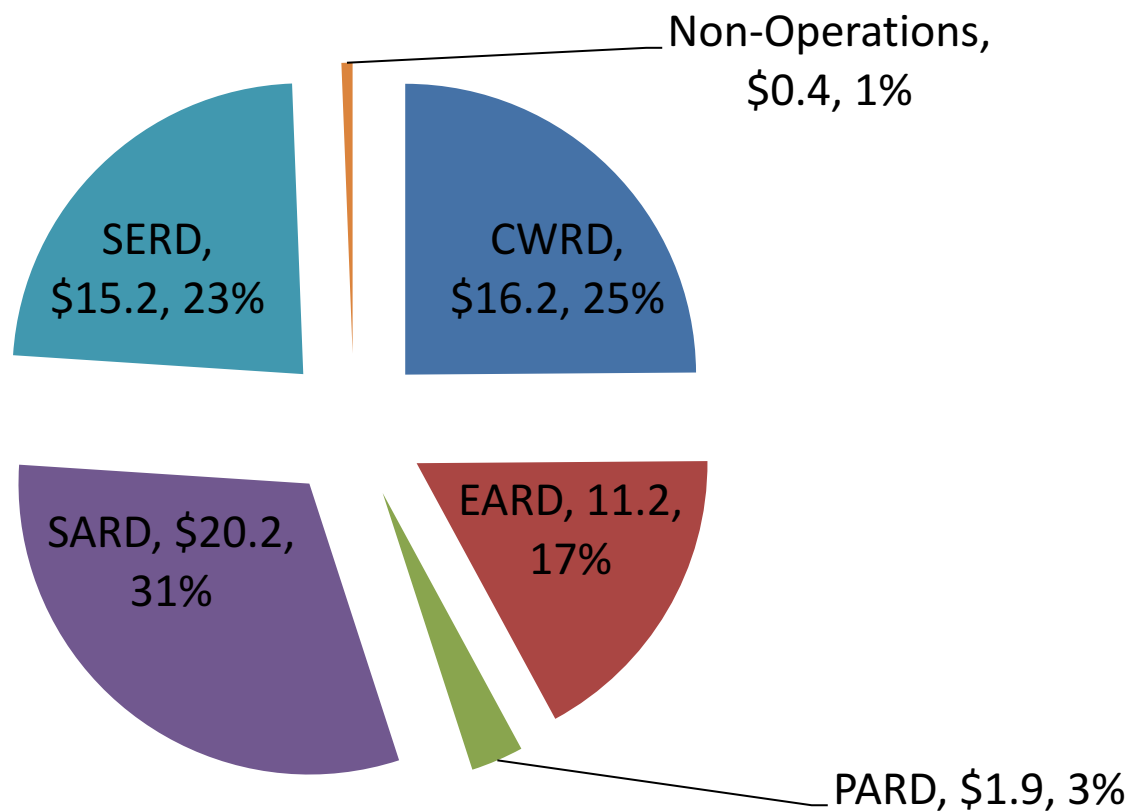
Approvals by Modality (in \$ million)



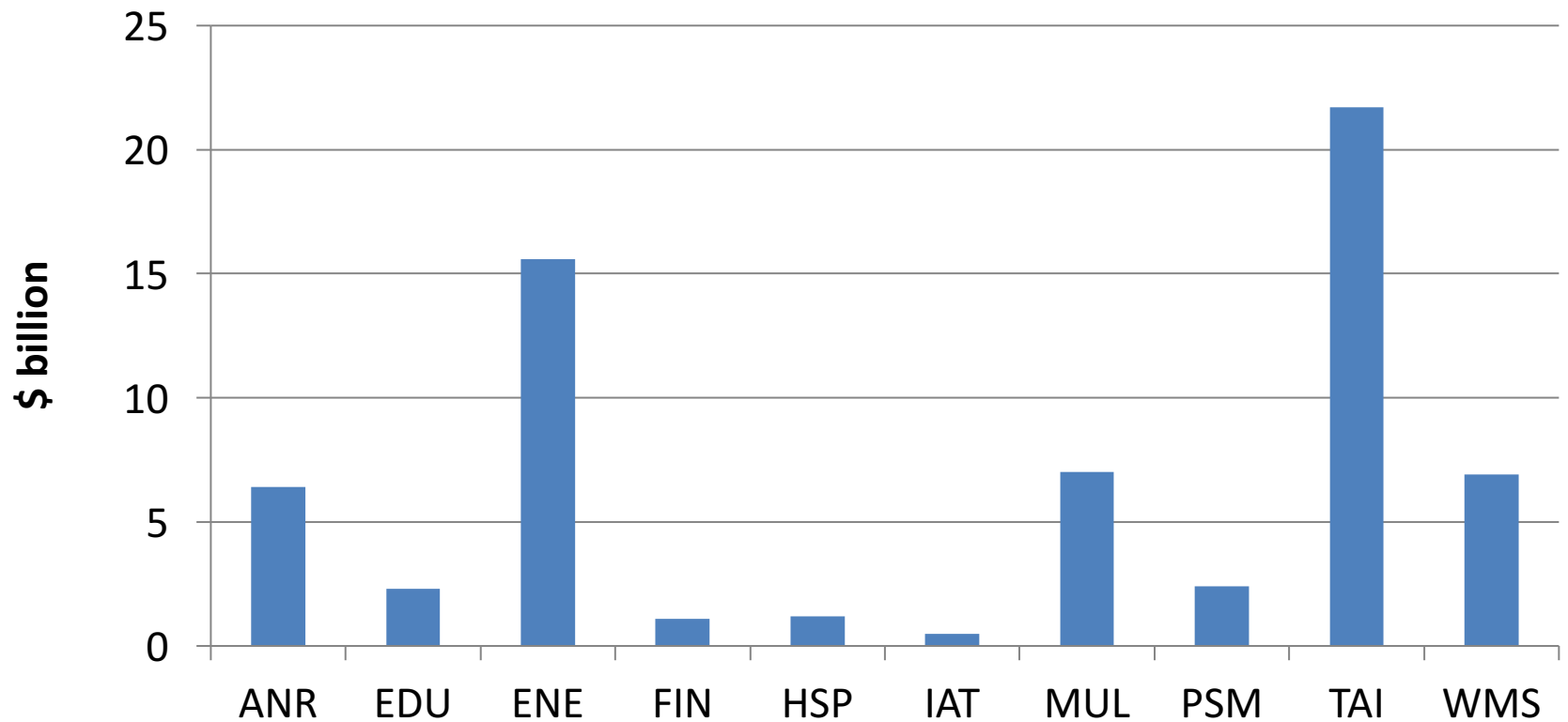
Largest Borrowers

2011	2012	2013
India	India	India
PRC	PRC	PRC
Viet Nam	Viet Nam	Pakistan
Pakistan	Indonesia	Indonesia
Uzbekistan	Bangladesh	Philippines
Bangladesh	Philippines	Bangladesh

2013 Active Portfolio - \$65.1 billion by Department



2013 Active Portfolio by Sector



*Loans, Grants, TA, Guarantee, Equity Investment

Who does ADB work with?

- Governments
- Private sector
- Non-government organizations
- Development agencies
- Community-based organizations
- Foundations
- Professional Organizations

**Almost all
ADB
projects
rely on
Consultant
s and
Contracto
rs**



ADB Procurement

ADB Oversight

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

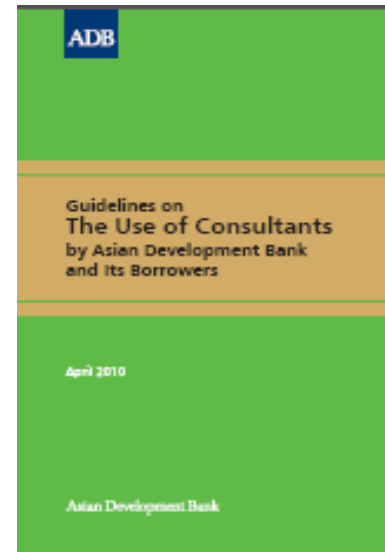
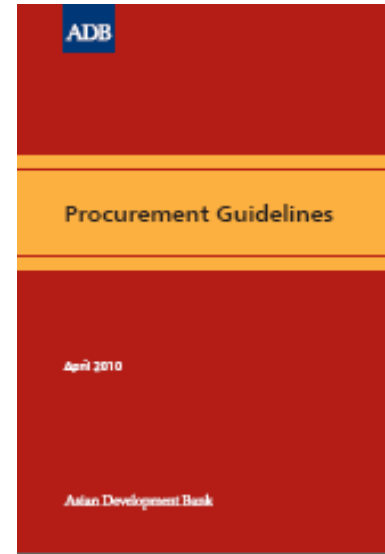


Procurement and Consulting Services Guidelines

Policies and procedures on the selection, contracting and monitoring of suppliers, contractors and consultants

Fundamental Principles

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



Goods and Works - Contracts Awarded

Loans and Grants (2011 -2013)	\$100,000-\$1 million	\$1-20 million	Above \$20 million
Average Number of Contracts per year	2,124	699	53
Average Contract Size	\$0.34	\$3.93	\$72.98



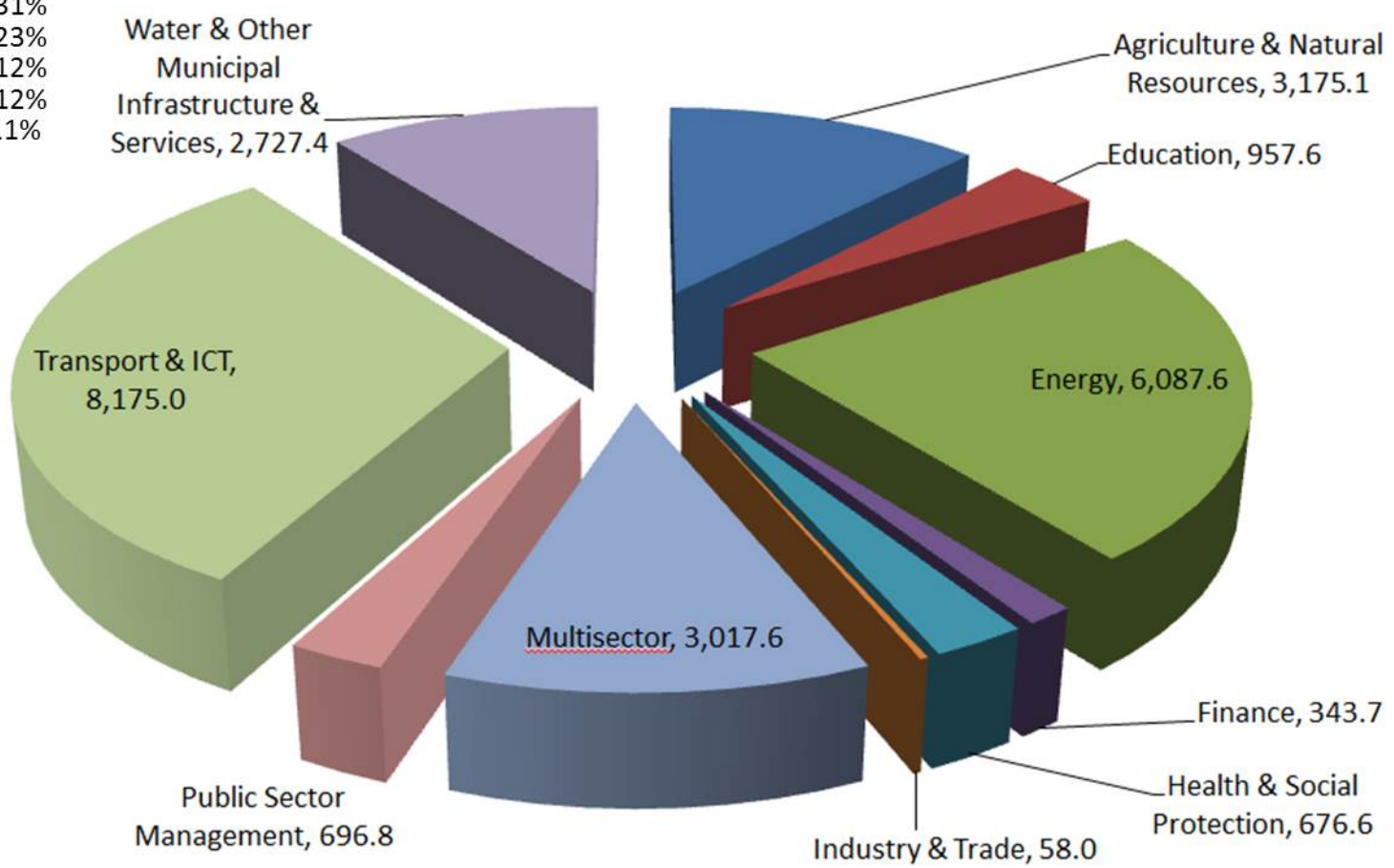
Consulting Services- Contracts Awarded

2011 -2013 Averages	Contracts per year		Average Contract Value		Total Annual Value of Contracts Awarded (\$ million)	
	Firms	Indiv.	Firms	Indiv.	Firms	Indiv.
ADB Administrative Budget (Staff Consultants)	25	937	\$58,301.59	\$21,950	\$1.44	\$20.97
ADB Technical Assistance	217	1,978	\$593,794.73	\$38,886	\$128.66	\$80.56
ADB Loans	825		\$428,490.73		\$353.65	

ADB Business Opportunities

**Uncontracted Loan & Grant Funds – by Sector
(in US\$ million at 31 Dec 2013) – Total = \$26,015M**

- Transport/ICT - 31%
- Energy - 23%
- Agriculture - 12%
- Multisector - 12%
- Water/Municipal - 11%

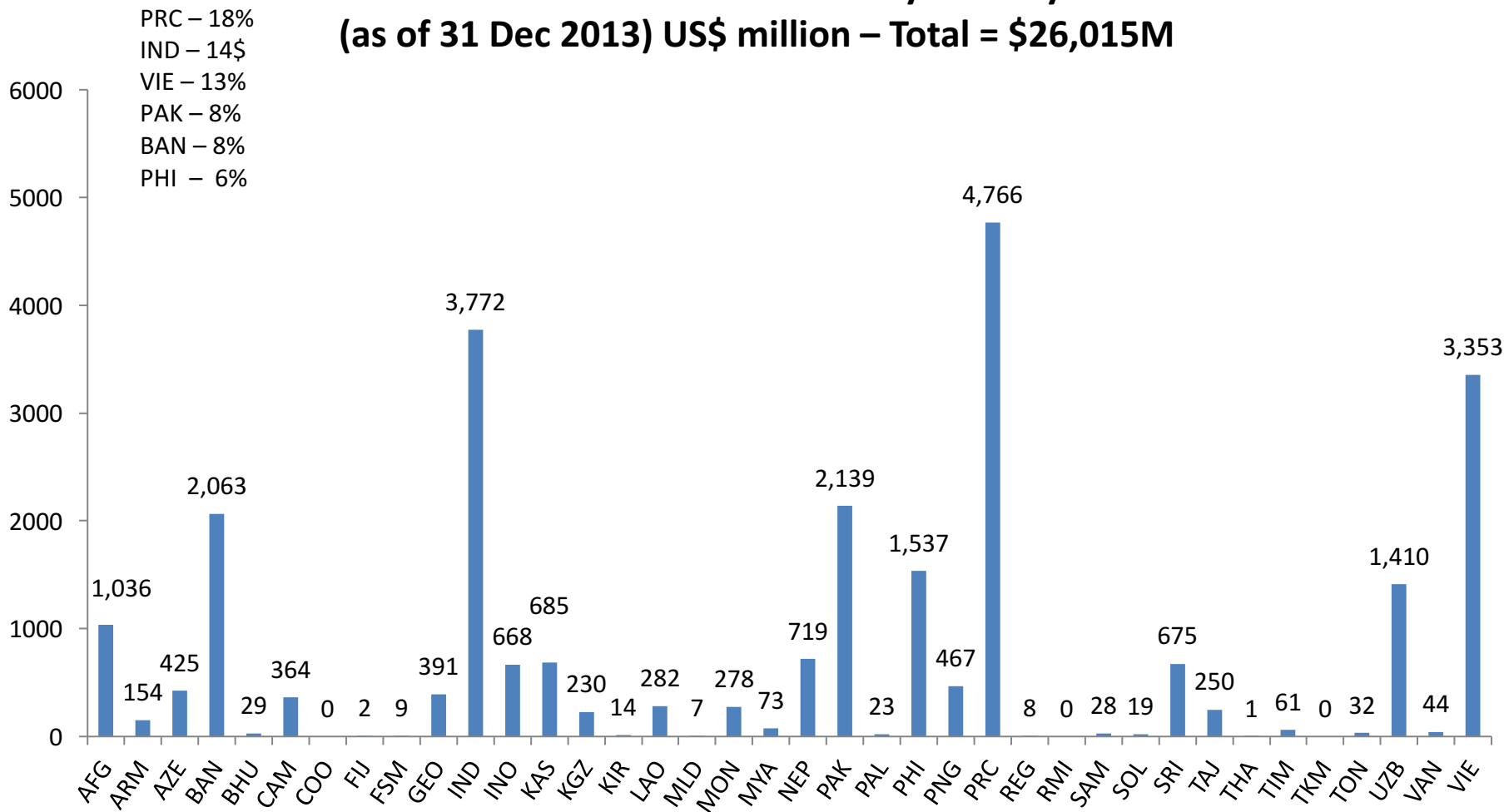




ADB Business Opportunities



Uncontracted Loan Funds by Country (as of 31 Dec 2013) US\$ million – Total = \$26,015M





Locations to consider for Business Development



- Solomon Islands, Papua New Guinea,
- Timor Leste and other Pacific States
- Afghanistan,
- Cambodia,
- Pakistan



So why do Business with ADB?



- Join a worthy development mission
- \$26 billion of uncommitted portfolio
- A broad range of opportunities across Asia, sectors and thematic areas
- Working with ADB can unlock the door for business in emerging economies
- ADB is your partner and oversees procurement to ensure fairness and transparency