

BUSINESS
OPPORTUNITIES
FAIR



ADB Headquarters, Manila, Philippines



6th ADB Business Opportunities Fair

Introducing ADB

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25 March 2015

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Welcome

- The role, strategy and operations of the Asian Development Bank (ADB)
- ADB procurement and its fundamental principles
- ADB procurement reforms
- 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

ADB Strategy 2020



Vision:

Asia and the Pacific free of poverty.

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

ADB Operations

Main Instruments

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

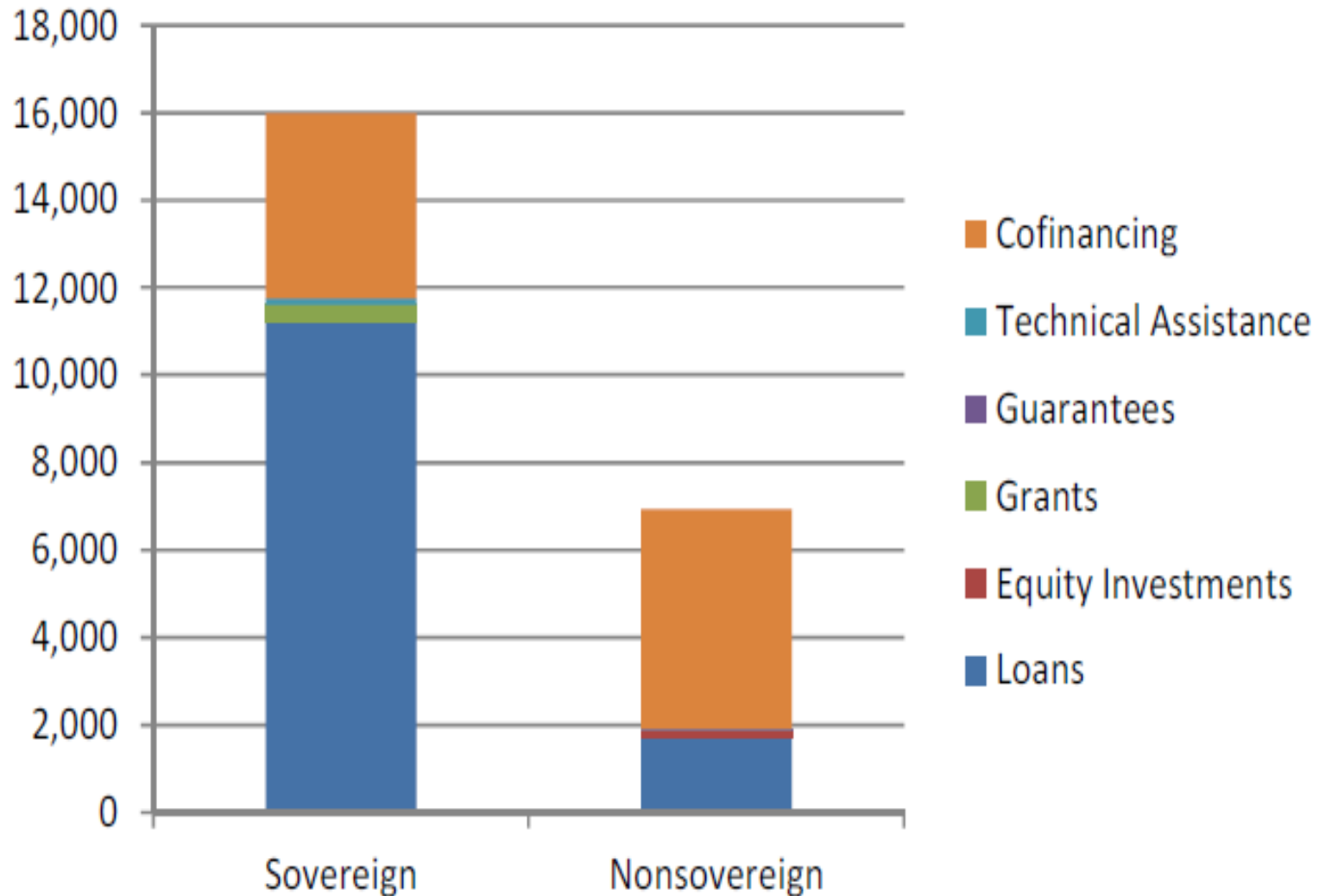
Lending

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

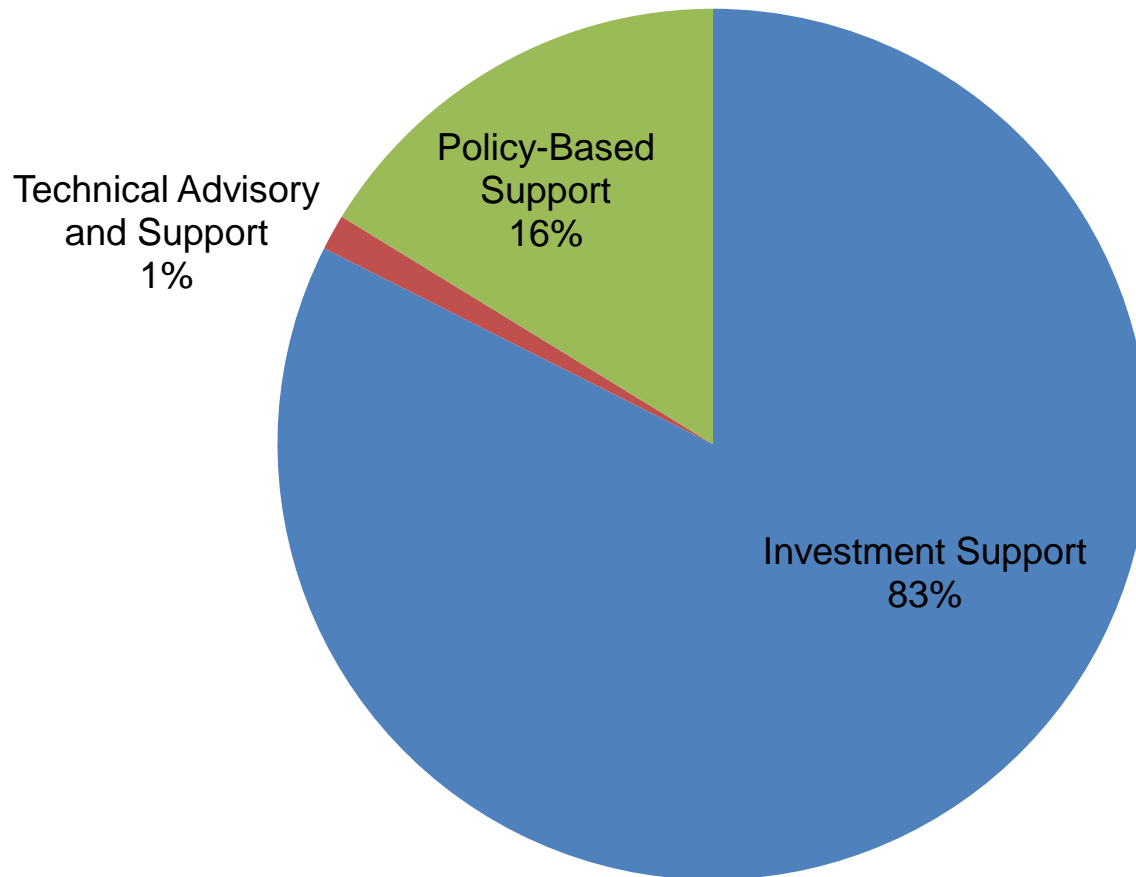
ADB Operations (in \$ million)

	2013	2014
Ordinary Capital Resources	10,335	10,438
Loans	10,158	10,233
Guarantees	35	20
Equity Investments	142	185
Special Funds Resources	4,011	3,250
Asian Development Fund	3,850	3,091
Loans	3,008	2,686
Grants	843	405
Technical Assistance Special Fund	148	152
Other Special Funds	14	7
Grants	7	0
Technical Assistance Grants	7	7
Subtotal	14,346	13,688
Cofinancing	6,645	9,237
Project Cofinancing	6,367	9,093
Technical Assistance Cofinancing	278	144
TOTAL	20,991	22,925

2014 Sovereign and Nonsovereign Approvals (in \$ million)



2014 Approvals by Modality

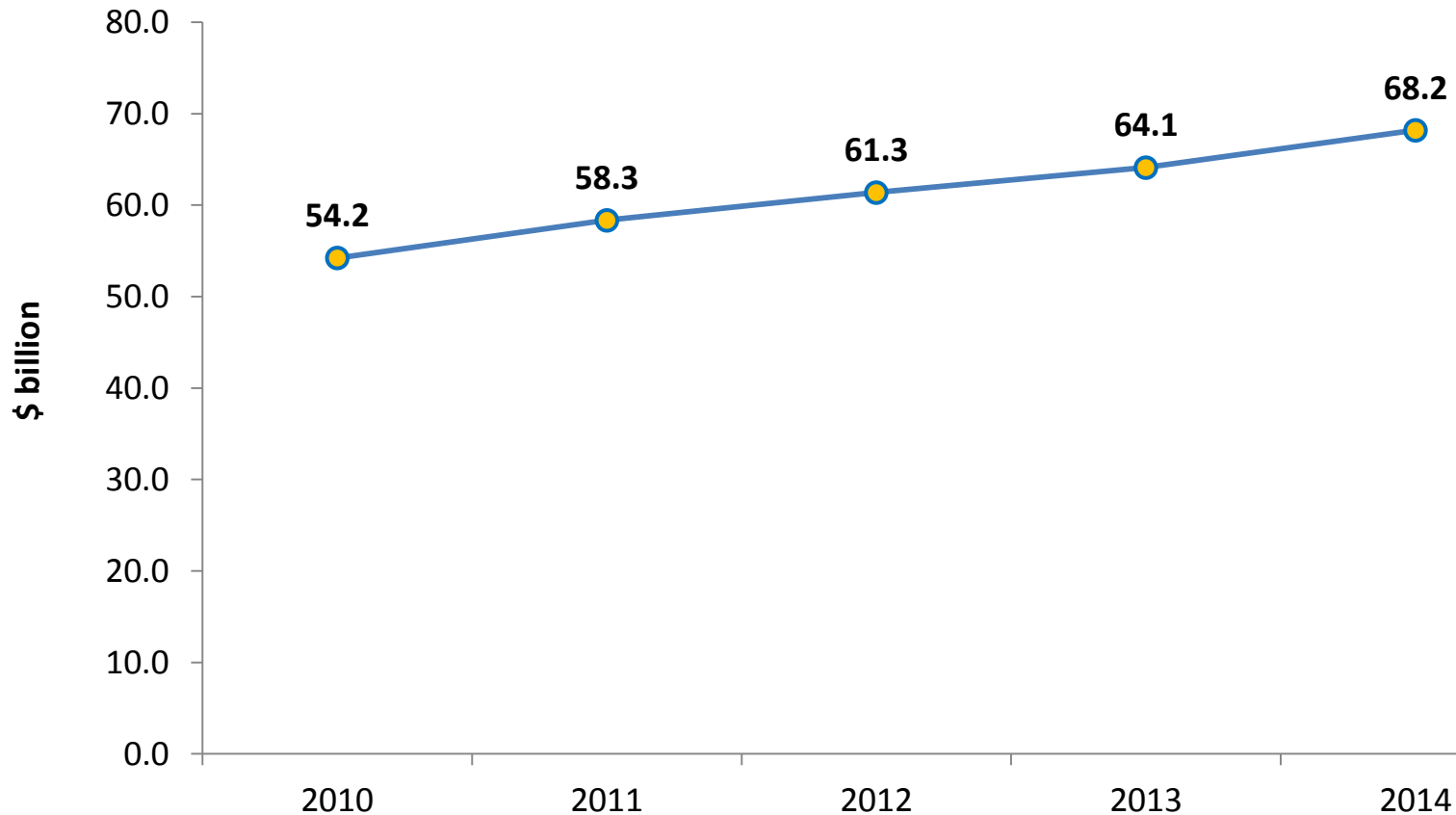


Largest Borrowers

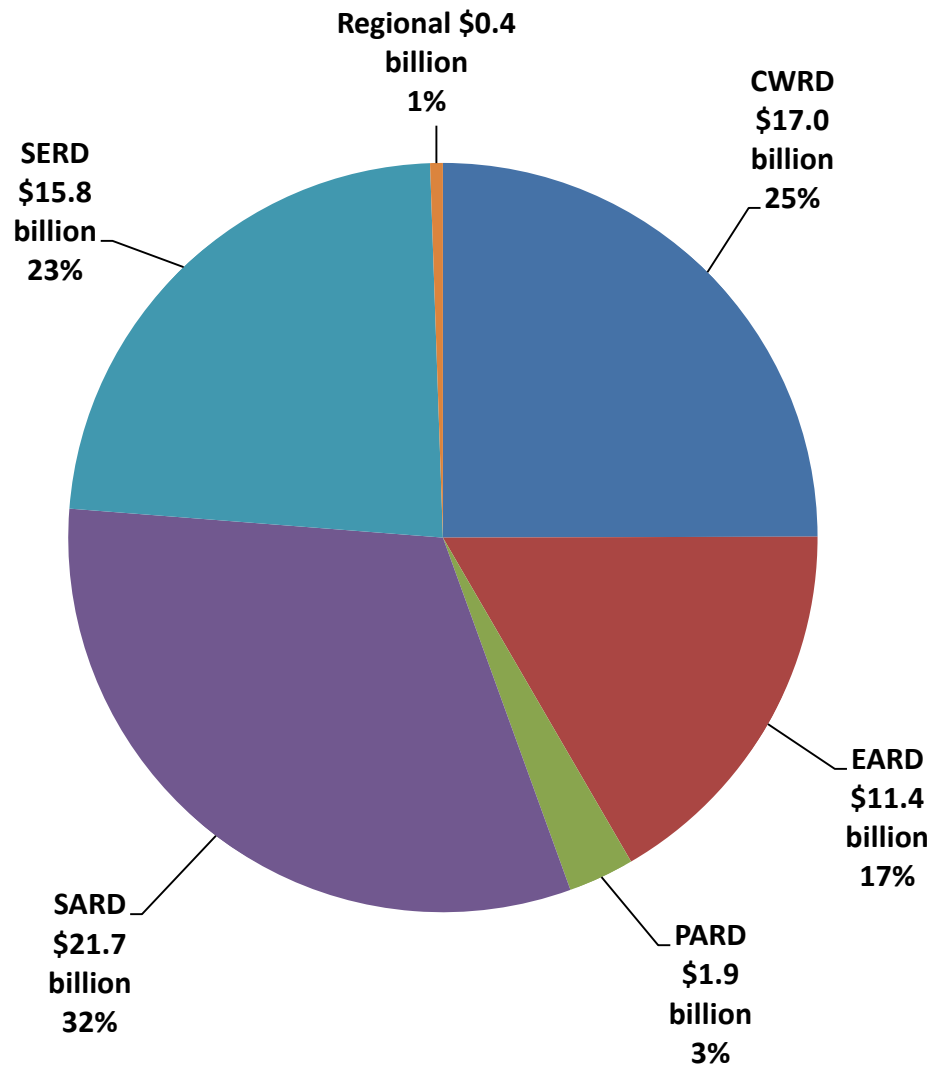
2012	2013	2014
India	India	India
PRC	PRC	PRC
Indonesia	Pakistan	Pakistan
Viet Nam	Indonesia	Viet Nam
Bangladesh	Philippines	Philippines
Philippines	Bangladesh	Bangladesh

Sovereign Portfolio

- Active Portfolio - \$68.2 billion



Sovereign Portfolio Regional Distribution

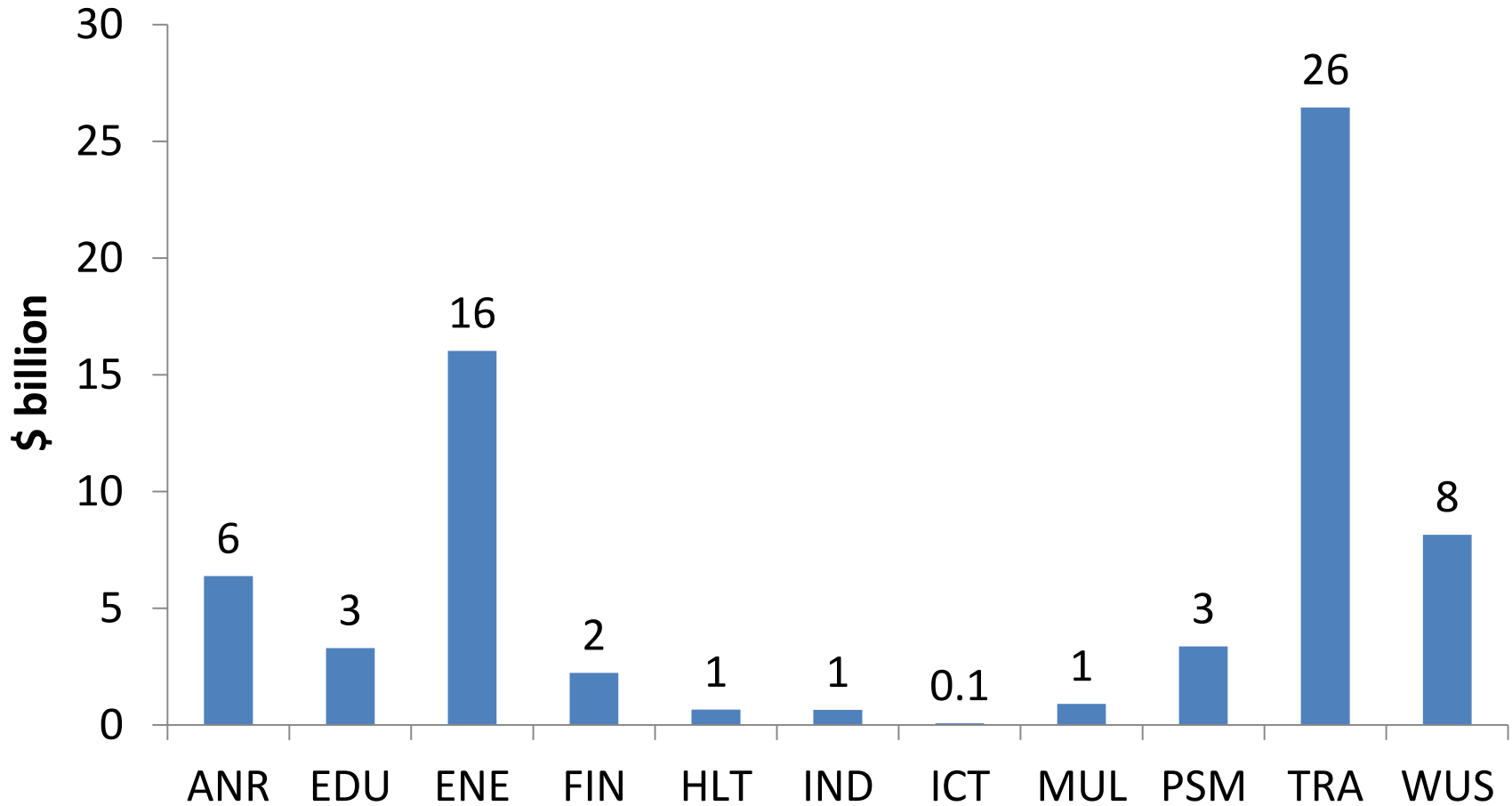


2014 Active Portfolio - \$68.2 billion



Sovereign Portfolio Sector Distribution

2014 Active Portfolio by Sector



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
Consultants,
Suppliers and
Contractors

ADB Procurement

ADB Oversight

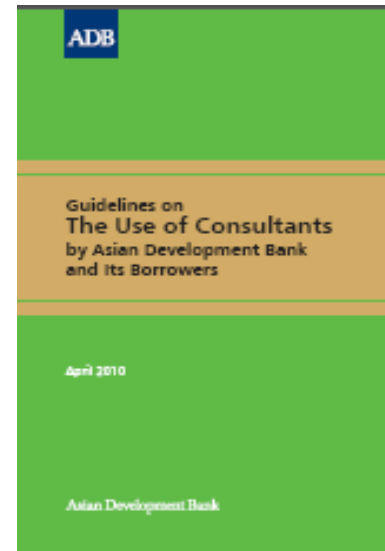
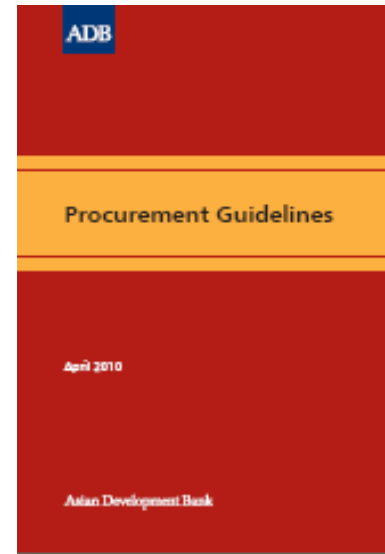
- The Borrower (Executing Agency) is responsible for all procurement of goods and works
- ADB (under TAs) or Borrower select and recruit Consultants
- ADB reviews the procurement activities to ensure that the ADB Guidelines are followed

Procurement and Consulting Services Guidelines

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

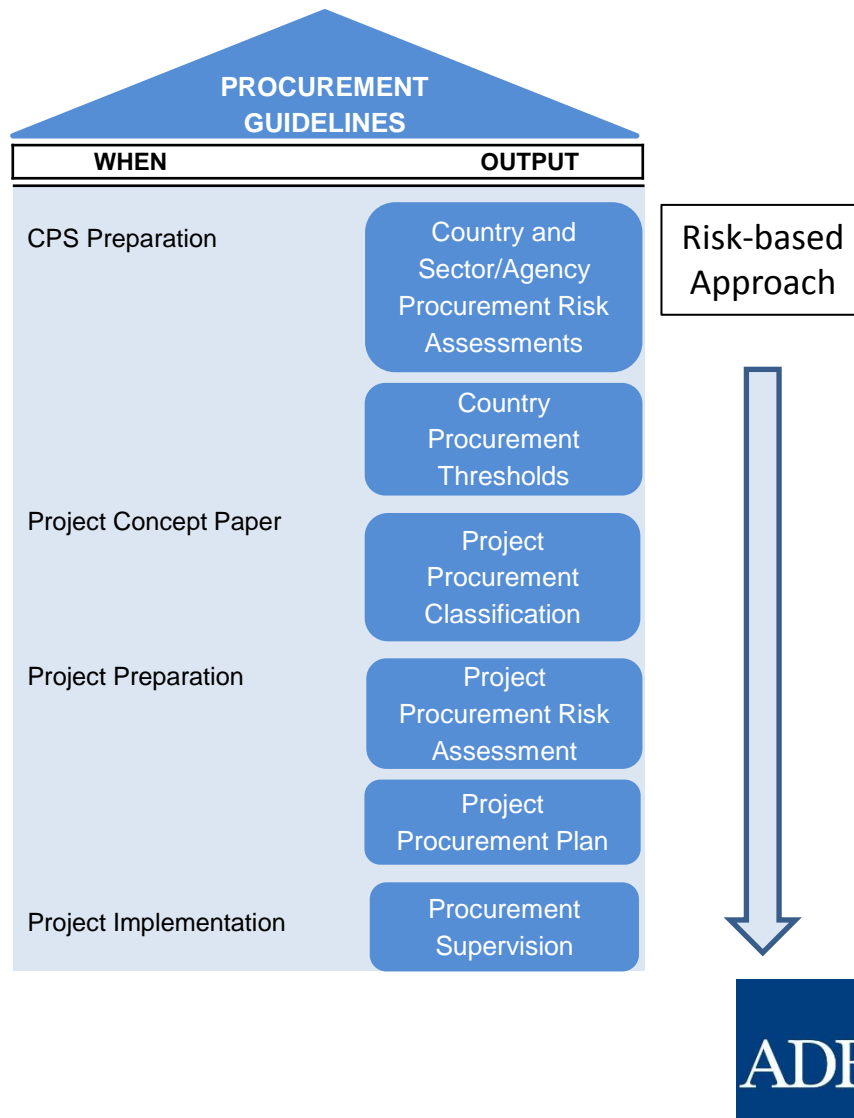
Fundamental Principles

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



ADB Procurement Reforms

- Reduce time, increase administrative efficiency, improve project delivery while maintaining sound fiduciary oversight.
- New risk-based approach to procurement governance. At each step of project cycle risk is considered and directs procurement supervision.
- Review country systems, post review (sampling) method, rationalize decision authorities, streamline and automate procurement business processes and enhance consulting services quality.



So where are ADB's business opportunities?

Types of Business Opportunities

Goods and Works

Total contracted in 2014 = \$8.2 billion

Loans and Grants 2012-2014	\$100,000 < \$ 1M	\$ 1M < \$ 20M	Above \$ 20M
Average Number of Contracts per Year	1,858	745	99
Average Contract Size (\$M)	0.37	4.34	64.04

Types of Business Opportunities

Consulting Services

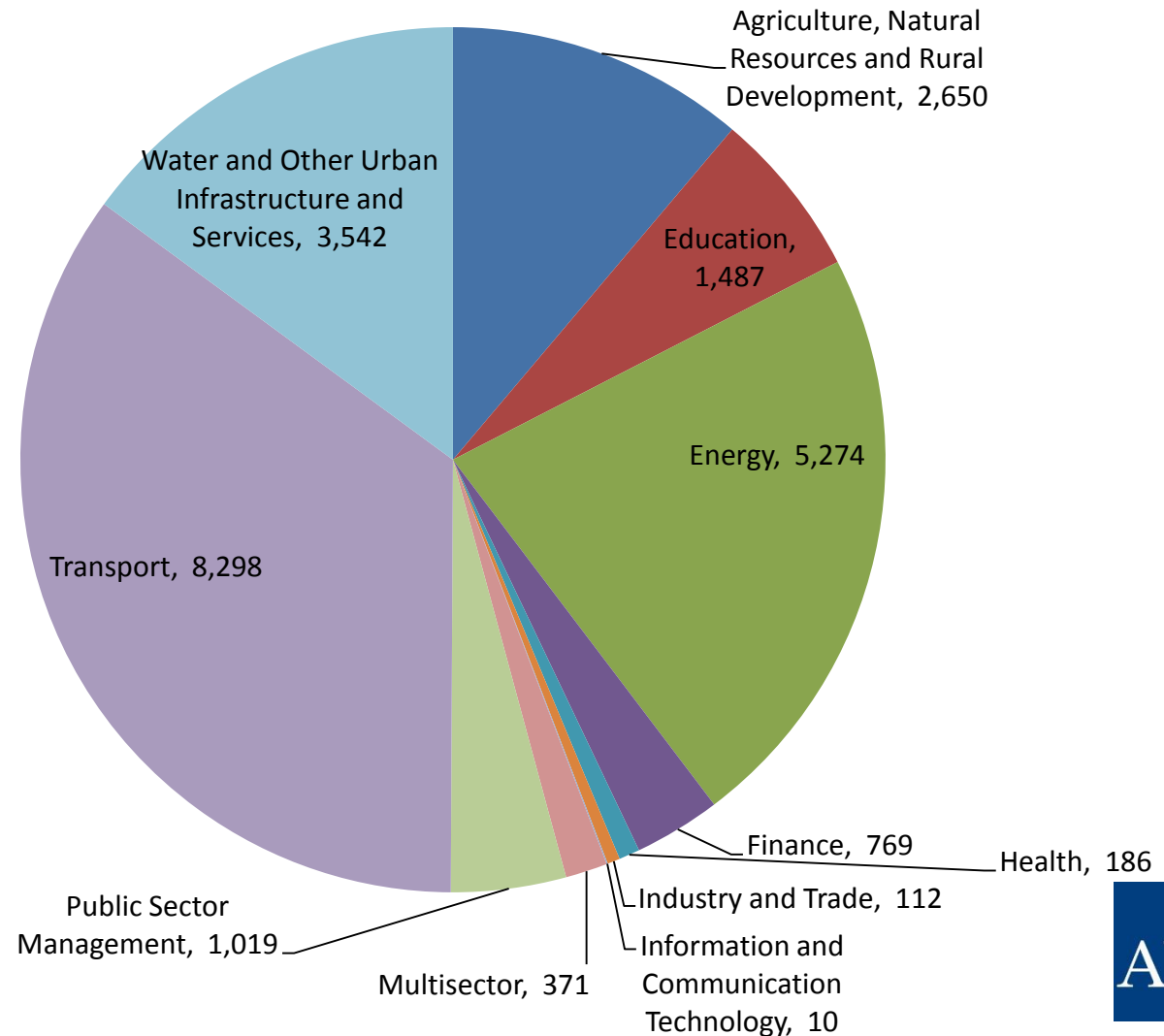
Total contracted in 2014 = \$555 million

	Average no of		Average Contract		Average Value of	
	Contracts Per Year		Value (\$M)		Contracts Awarded (\$M)	
2012-2014	Firms	Individuals	Firms	Individuals	Firms	Individuals
Technical Assistance	226	2,015	0.54	0.04	121.80	84.69
Staff Consultants	15	736	0.21	0.03	3.14	20.69
Loans	432		0.56		242.6	
Grants	356		0.28		101.5	

ADB Business Opportunities

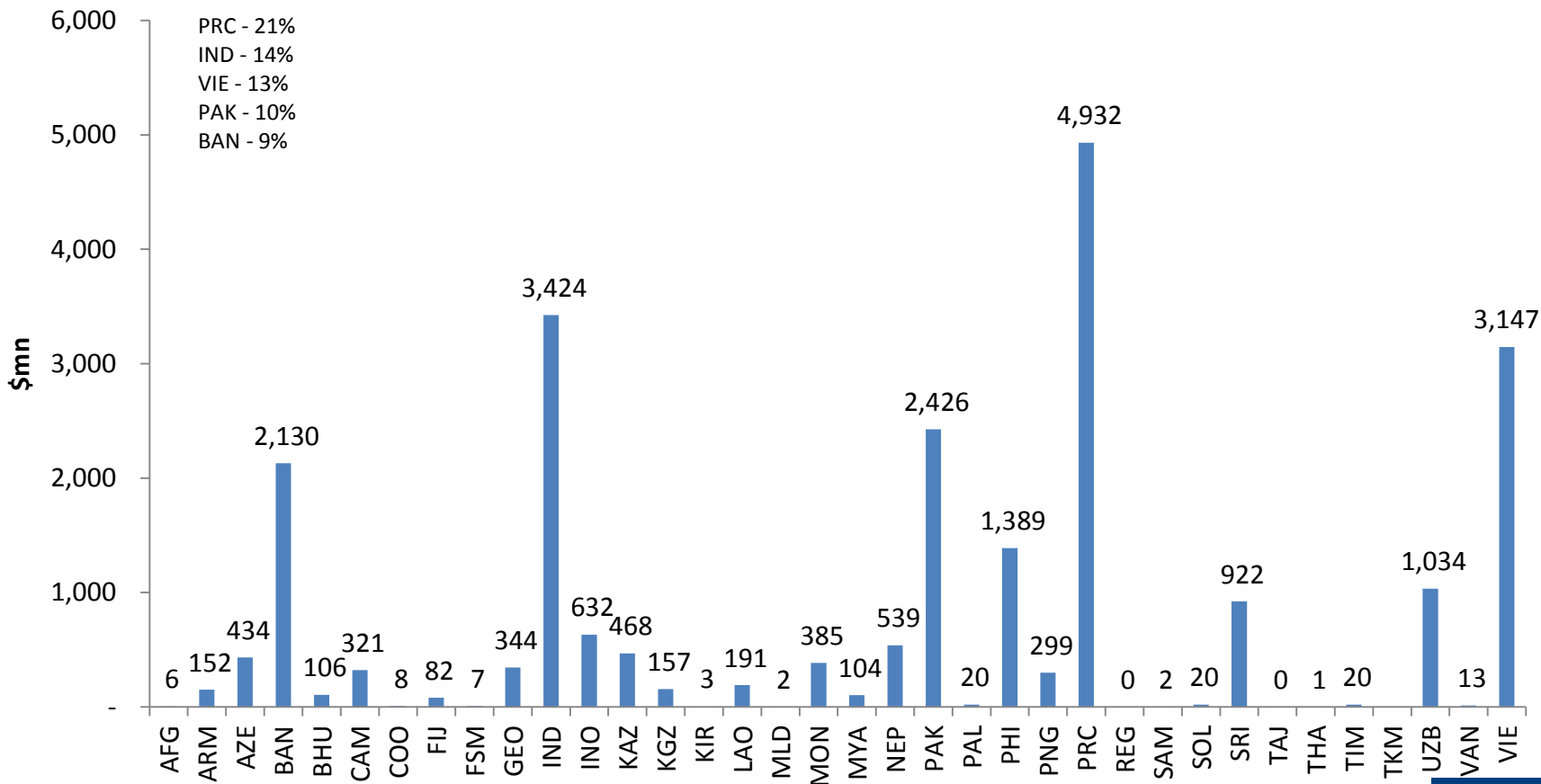
Transport - 35%
Energy - 22%
Water - 15%
Agriculture - 11%

Uncontracted Loan Funds by Sector
(as of 31 Dec 2014) US\$ million - Total = \$23,718M



ADB Business Opportunities

Uncontracted Loan Funds by Country
(as of 31 Dec 2014) US\$ million - Total = \$23,718M



How to get started with ADB Business Opportunities?

- Actively follow projects on adb.org and communicate with project officer
- Start small
- Work with others - joint venture, subcontract
- Seek opportunities where competition is limited
 - Pacific countries like Solomon Islands, Papua New Guinea, Timor Leste
 - Afghanistan
 - Pakistan

So why do Business with ADB?

- Join a worthy development mission
- \$24 billion of uncommitted portfolio which leverages to even more in total contract value
- 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