



BUSINESS OPPORTUNITIES FAIR



Asian Development Bank Headquarters, Manila, Philippines

8th ADB Business Opportunities Fair

Thematic Opportunities: Private Sector
Operations

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KEY OBJECTIVE

Private Sector Ops
seeks to identify
**commercially
viable
transactions**

- without sovereign guarantees
- generate attractive financial returns
- promote environmentally sustainable and inclusive economic growth

PRODUCTS AND SERVICES

Investment Products

- Debt to equity to guarantees
- Syndications
- Trade finance
- Treasury products
- Risk management

Technical and Advisory Services

- Technical assistance
- Safeguards
- Corporate governance

Asset Management

- Co-managed investments
- Co-general partner
- Concessional funding



KEY SECTORS



Infrastructure & Natural Res

Generation (particularly renewables), **transmission, distribution, water/waste, transport** and **associated services** (airports/airlines, roads, ports/shipping, logistics, rail/rolling stock), **natural resources** (oil/gas, mining)



Finance & Capital Markets

Access to finance (rural, microfinance, housing, SMEs, climate, inclusive business and gender mainstreaming), **insurance, digital finance**, filling market gaps via **trade and supply chain financing**



Agribusiness

Inputs (seeds, irrigation, cold storage), **farming** (crop, livestock, dairy), **processing** (grains, meats, packaging), **distribution** (wholesale/retail markets)



Health & Education

Suppliers (pharmaceuticals, medical equipment), **Providers** (hospitals, clinics), distributors (pharmacies, supply chain), **e-health**, and in person and online **education**

APPROVAL CYCLE

1 Concept Review

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

2 Due Diligence

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

3 Final Review

- Investment Committee review
- President's review

4 Board Approval

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

5 Administration

- Project performance
- Ongoing project surveillance for safeguards

APPROVAL CYCLE



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