



# BUSINESS OPPORTUNITIES FAIR



Asian Development Bank Headquarters, Manila, Philippines

# 8<sup>th</sup> ADB Business Opportunities Fair

**Public Management, Financial Sector and Trade Division (SEPF)**

Southeast Asia Department (SERD)

Hiroyuki Aoki

Senior Financial Sector Specialist, SERD/SEPF

22 March 2017

*The views expressed in this presentation are the views of the author/s and do not necessarily reflect the views or policies of the Asian Development Bank, or its Board of Governors, or the governments they represent. ADB does not guarantee the accuracy of the data included in this presentation and accepts no responsibility for any consequence of their use. The countries listed in this presentation do not imply any view on ADB's part as to sovereignty or independent status or necessarily conform to ADB's terminology.*



# Region/Country Strategy

## **Southeast Asia Department (SERD)**

Coverage of 10 ASEAN Countries;

Cambodia/Indonesia/Lao PDR/Myanmar

Philippines/Thailand/Viet Nam

Brunei Darussalam/Malaysia/Singapore

Country Strategy is available from Country Partnership Strategy (CPS) and Country Operations and Business Plan (COBP) available on ADB website.



# Opportunities at SEPF

(Public Management, Financial Sector, and Trade Division)

- Public Management/Governance
  - ✓ Public Financial Management,
  - ✓ Fiscal Decentralization,
  - ✓ SOE Restructuring and Economic Growth
- Finance
  - ✓ Banking and Non-banking Institutions,
  - ✓ Capital Markets,
  - ✓ Insurance, Social Security, Pension Funds,
  - ✓ Micro-Finance/Insurance, Financial Inclusion, and Housing Finance



# Opportunities at SEPF

- Trade
  - ✓ Regional Trade Facilitation,
  - ✓ ASEAN Economic Community Support
- Private Sector Development
  - ✓ Public – Private Partnership,
  - ✓ SME Development,
  - ✓ Youth Employment/Jobs

# Lending Pipeline, 2016-2017

## (Firm and Stand-by)

2016-2017	Sector	Loans (\$millions)
<b>Cambodia</b>	<ul style="list-style-type: none"> <li>Private Sector Development</li> </ul>	20.0
<b>Viet Nam</b>	<ul style="list-style-type: none"> <li>Financial Sector Development</li> </ul>	200.0
<b>Lao PDR</b>	<ul style="list-style-type: none"> <li>Trade facilitation</li> </ul>	10.0
<b>Myanmar</b>	<ul style="list-style-type: none"> <li>Private Sector Participation</li> </ul>	100.0
<b>Sub Total</b>	<b>4 loans</b>	<b>330.0</b>

Note: Projects are indicative, pending ADB Management and Board approval, and approval timelines are subject to change.



# Lending Pipeline, 2016-2017

## (Firm and Stand-by)

2016-2017	Sector	Loans (\$millions)
<b>Indonesia</b>	<ul style="list-style-type: none"> <li>Public Financial Management, and</li> <li>Financial Sector Development</li> </ul>	900.0
<b>Philippines</b>	<ul style="list-style-type: none"> <li>Regional Integration,</li> <li>Youth Employment,</li> <li>Financial Sector Development,</li> </ul>	750.0
<b>Sub Total</b>	<b>5 loans</b>	<b>1,650.0</b>
<b>Total</b>	<b>9 loans</b>	<b>1,980.0</b>

Note: Projects are indicative, pending ADB Management and Board approval, and approval timelines are subject to change.



# Nonlending Pipeline, 2016-2017

## (All Firm)

2016-2017	Sector	TAs (million)
<b>Cambodia</b>	<ul style="list-style-type: none"> <li>Economic Integration</li> </ul>	1.35
<b>Philippines</b>	<ul style="list-style-type: none"> <li>Public Management</li> <li>Private Sector Development</li> </ul>	5.60
<b>Lao PDR</b>	<ul style="list-style-type: none"> <li>Economic Policy Management</li> </ul>	1.00
<b>Myanmar</b>	<ul style="list-style-type: none"> <li>Private Sector/Financial Sector</li> </ul>	0.80
<b>Indonesia</b>	<ul style="list-style-type: none"> <li>Financial Inclusion</li> <li>Public Management</li> <li>Private Sector Development</li> </ul>	3.60
<b>Viet Nam</b>	<ul style="list-style-type: none"> <li>Financial Sector Development</li> </ul>	0.90
<b>Total</b>	9 TAs	13.35

Note: Projects are indicative, pending ADB Management and Board approval, and approval timelines are subject to change.



# Issues for your consideration

- Flexibility to cope with the changing priorities of our clients
- Balance between the innovation from the experience/lessons learned in other regions and the country specific context
- Long-term relationship and continuous support

# SEPF CONTACT PERSONS:

<b>Cambodia:</b>	<b>Mr. Hiroyuki Aoki, Senior Financial Sector Specialist (<a href="mailto:haoki@adb.org">haoki@adb.org</a>)</b>
<b>Indonesia:</b>	<b>Mr. Sani Ismail, Financial Sector Specialist (<a href="mailto:sismail@adb.org">sismail@adb.org</a>)</b>
<b>Lao PDR &amp; Myanmar:</b>	<b>Ms. Kelly Hattel, Financial Sector Specialist (<a href="mailto:khattel@adb.org">khattel@adb.org</a>)</b>
<b>Philippines &amp; Viet Nam:</b>	<b>Stephen Schuster, Principal Financial Sector Specialist (<a href="mailto:sschuster@adb.org">sschuster@adb.org</a>)</b>

# Lending Pipeline 2017

Project Name	Country	Type	Amount (US\$ M)	Contact
Public-Private Partnership Development Program	CAM	Loan	20.0	J. Hansen R. Hattari
Financial Market Development and Inclusion Program	INO	Loan	400.0	S. Ismail R. Hattari
Fiscal and Public Expenditure Management Program, SP2	INO	Loan	500.0	S. Ismail R. Hattari

# Lending Pipeline 2017

Project Name	Country	Type	Amount (US\$ M)	Contact
Encouraging Investment through Capital Market Reforms Program, SP2	PHI	Loan	300.0	S. Schuster S. Nguyen
Facilitating Youth School-to-Work Transition Program, SP2	PHI	Loan	300.0	K. Hattel L. Perez
ASEAN Economic Community Support Program	PHI	Loan	150.0	C. Rosano K. Sasradipoera

# Lending Pipeline 2017

<b>Project Name</b>	<b>Country</b>	<b>Type</b>	<b>Amount (US\$ M)</b>	<b>Contact</b>
Financial Sector Development and Inclusion Program, SP1	VIE	Loan	200.0	S. Schuster S. Nguyen
GMS Modernization of SPS Agencies for Trade Facilitation – Additional Financing	LAO	Loan	10.0	J. Lam C. Lozaro

# Non-Lending Pipeline 2017

Project Name	Country	Type	Amount (US\$ M)	Contact
ASEAN Economic Community Support Program	CAM	CDTA	1.35	H. B. Nguyen R. Hattari
Support for Financial Inclusion	INO	CDTA	1.00	P. Jayawardana S. Ismail

# Non-Lending Pipeline 2017

Project Name	Country	Type	Amount (US\$ M)	Contact
Public Financial Management for Service Delivery	INO	CDTA	1.00	S. Ismail R. Hattari
Improvement in Ease of Doing Business	INO	CDTA	1.6	R. Hattari E. Allen

# Non-Lending Pipeline 2017

Project Name	Country	Type	Amount (US\$ M)	Contact
Economic Policy Support for Enhancing Productivity and Employment	LAO	CDTA	1.00	J. Lam C. Lozano
Strengthening Business Climate	MYA	CDTA	5.00	S. Nguyen S. Schuster

# Non-Lending Pipeline 2017

Project Name	Country	Type	Amount (US\$ M)	Contact
Supporting to Local Government Development Program	PHI	CDTA	0.60	R. Booth S. Schuster
Strengthening PPPs in the Philippines, Phase 2	PHI	CDTA	0.80	S. Moses

# Non-Lending Pipeline 2017

Project Name	Country	Type	Amount (US\$ M)	Contact
Financial Sector Development and Inclusion Program, SP2	VIE	CDTA	0.90	S. Schuster S. Nguyen

Thank you!

