

10th BUSINESS OPPORTUNITIES FAIR 2019



OPPORTUNITIES WITH EAPF

Hans Van Rijn
East Asia Department, ADB
27 March 2019





Region/Country Strategy



- EARD operates in two countries:
 - ✓ Mongolia
 - ✓ People's Republic of China (PRC)
- EAPF also covers CAREC trade facilitation Program
- PRC CPS 2016-2020
- MON CPS 2017-2020
- RCI Operational Plan (approved in 2016)

Priority Areas – Public Management

Ongoing Work

Future Opportunities / Focus Areas

Public finance and fiscal policy

- Budget management,
- taxation,
- (local) government bonds,
- inter-governmental (fiscal) relations

- Medium-term fiscal and budget frameworks
- local government financing and debt management
- tax policy and administration (DRM)
- decentralization and local government reform

Public and Corporate Governance

- due diligence (risk assessments)
- SOE reform
- competition policy
- corporate governance, CSR

- governance and sector risk assessments
- strengthening country systems
- legal and regulatory reform
- institutional and organizational development

Priority Areas – Public Management

Ongoing Work

Future Opportunities / Focus Areas

Social protection

- Pensions and social security
- Legal system reforms

- Fiscal sustainability of social security and pension arrangements
- strengthening pension fund management
- elderly care schemes and financing

Public private partnership (PPP)

- innovation in PPP financing
- better project preparation
- strengthening of the enabling environment

- non-sovereign support for SOEs in PPPs
- PPP funds and guarantee schemes
- project development facilities
- green PPPs (budget neutral PPPs)

Priority Areas – Financial Sector

Ongoing Work	Future Opportunities
Financial inclusion <ul style="list-style-type: none">– microfinance and microinsurance– SME finance– rural commercial banks– financial literacy	<ul style="list-style-type: none">– private sector’s participation in financial services– multi-tiered supervisory approach– Policy and regulatory oversight for “over the tops”– Structured finance solutions
Financial market infrastructure <ul style="list-style-type: none">– Deposit insurance– Financial consumer protection– Antimoney laundering	<ul style="list-style-type: none">– asset backed securitization– payment and settlement system– cross border financial services

Priority Areas – Financial Sector

Ongoing Work	Future Opportunities
Financial stability <ul style="list-style-type: none">– legal and regulatory framework– stress testing	<ul style="list-style-type: none">– legal, regulatory and supervisory– key reform measures (e.g., interest rate liberalization, and capital account convertibility)– Basel III, macro-prudential, financial conglomerates– Regional cooperation (G20, APEC, ABMI, etc.)
Green finance <ul style="list-style-type: none">– energy efficiency financing– national emission trading schemes– financial mechanisms for climate change adaptation	<ul style="list-style-type: none">– strategic framework for green finance (products and institutions)– financial and institutional sustainability– disaster risk financing



Lending Pipeline, 2019–2021



(\$ 1 million)

MON	Regional Improvement of Border Services (Additional Financing)	2019	27.0
MON	Financial Sector Reform Program (PBL)	2019	120.0
MON	Green Financing	2019	50.0
MON	Development of Border Economic Zones	2020	30.0
MON	Improving Fiscal Management (PBL)	2020	100.0
PRC	Guangxi RCI Promotion Investment Program (MFF) — Tranche 2 & 3	2018/2019	320.0
PRC	Xinjiang RCI Promotion Investment Program (MFF)	2019/2021	320.0
PRC	Inner Mongolia RCI Promotion Investment Program (MFF)	2019/2021	420.0

Note: Projects are indicative and timelines subject to change



Nonlending Pipeline, 2019–2021

ADB

(\$ 1,000)

MON	Financial Consumer Protection	2019	500
MON	Improving Money Market Development and Macroprudential Policy	2019	400
MON	Improving Efficiency in Public Investment and Monitoring	2019	500
MON	Support to Financial Sector Reform	2019	500
MON	SME Business Development Service and Incubation Support	2020	400
MON	Integrated Trade Facilitation Support	2020	800
MON	Improving Online Company Registration	2021	500
MON	Supporting Fair Competition	2021	500

Note: Projects are indicative and timelines subject to change



Issues for Consideration

- **Unique, challenging and demanding countries**
 - PRC: strong capacity but facing environmental, fiscal and inclusion challenges
 - MON: natural resource dependency, volatility of the economy, volatile fiscal outlook, dynamic political environment
- **What we are looking for ...**
 - Innovative ideas and solutions – beyond “just” technology
 - Relevant country experience (incl. language)
 - Ability to “localize” good international practices
 - Flexibility
 - Up-to-date understanding of the main development challenges in our client countries



Thank you!

Hans Van Rijn

Principal Public Management Specialist

hvanrijn@adb.org