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## 12TH ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2024

9-10 OCTOBER 2024 | 9 A.M. to 5 P.M. | ADB HEADQUARTERS, MANILA

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## **BUSINESS OPPORTUNITIES FAIR**

**9–10 October 2024**

# **OPPORTUNITIES FOR CIVIL SOCIETY ORGANIZATIONS AND ACADEMIA**



# BUSINESS OPPORTUNITIES FAIR

9–10 October 2024

## OPPORTUNITIES FOR CIVIL SOCIETY ORGANIZATIONS AND ACADEMIA

**Kina Santillan-Pascua**  
Moderator





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# HOW DOES ADB WORK WITH CIVIL SOCIETY ORGANIZATIONS?

**Haidy Seang Ear-Dupuy**

Unit Head

NGO and Civil Society Center

ADB



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# ADB AND CIVIL SOCIETY BUSINESS OPPORTUNITIES

NGO AND CIVIL SOCIETY CENTER



# How Do We Think of Civil Society?

The term “civil society organization” refers generically to organizations

not based in government, and  
not created to earn profit

ADB defines CSOs as nonprofit organizations independent from the government, which operate around common interests. They vary in size, interests, and function, and include nongovernment organizations (NGOs), youth groups, community-based organizations, independent academic and research institutes, professional associations, foundations, faith-based organizations, people’s organizations, and labor unions. CSOs represent interests of their members or others.





# ADB's NGO and Civil Society Center

ADB's Resource for Engaging with Civil Society Organizations



**Haidy Ear-Dupuy**  
Unit Head  
[hedupuy@adb.org](mailto:hedupuy@adb.org)



**Alanna Inserra**  
Senior Social Development  
Specialist (Civil Society and  
Participation)  
[ainserra@adb.org](mailto:ainserra@adb.org)



**Roselle Rasay**  
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**Michelle Ann  
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Associate Operations  
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**Kate Malilay**  
Senior Operations  
Assistant  
[mcmalilay@adb.org](mailto:mcmalilay@adb.org)

[ADB and Civil Society | Asian Development Bank](#)

[civilsociety@adb.org](mailto:civilsociety@adb.org)

[@ADBandNGOs](#) on Socials

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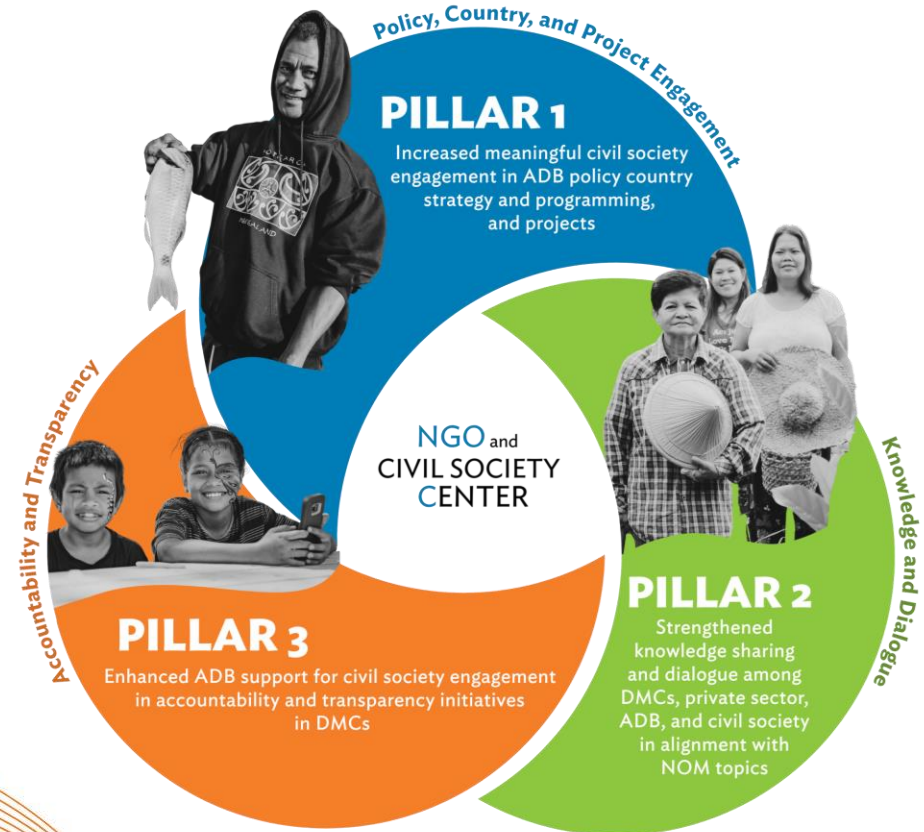


# What Does NGOC Do?

- 1** Provides institution-wide support to ADB engagement with civil society organizations
- 2** Supports ADB responses to civil society advocacy and policy and project concerns
- 3** Participates in OneADB project teams and provides training on civil society engagement
- 4** Monitors and provides knowledge on civil society engagement in ADB operations and in DMCs
- 5** Organizes key events involving civil society organizations—most notably at the ADB Annual Meeting



# CSO Engagement Pillars–Operational Approach

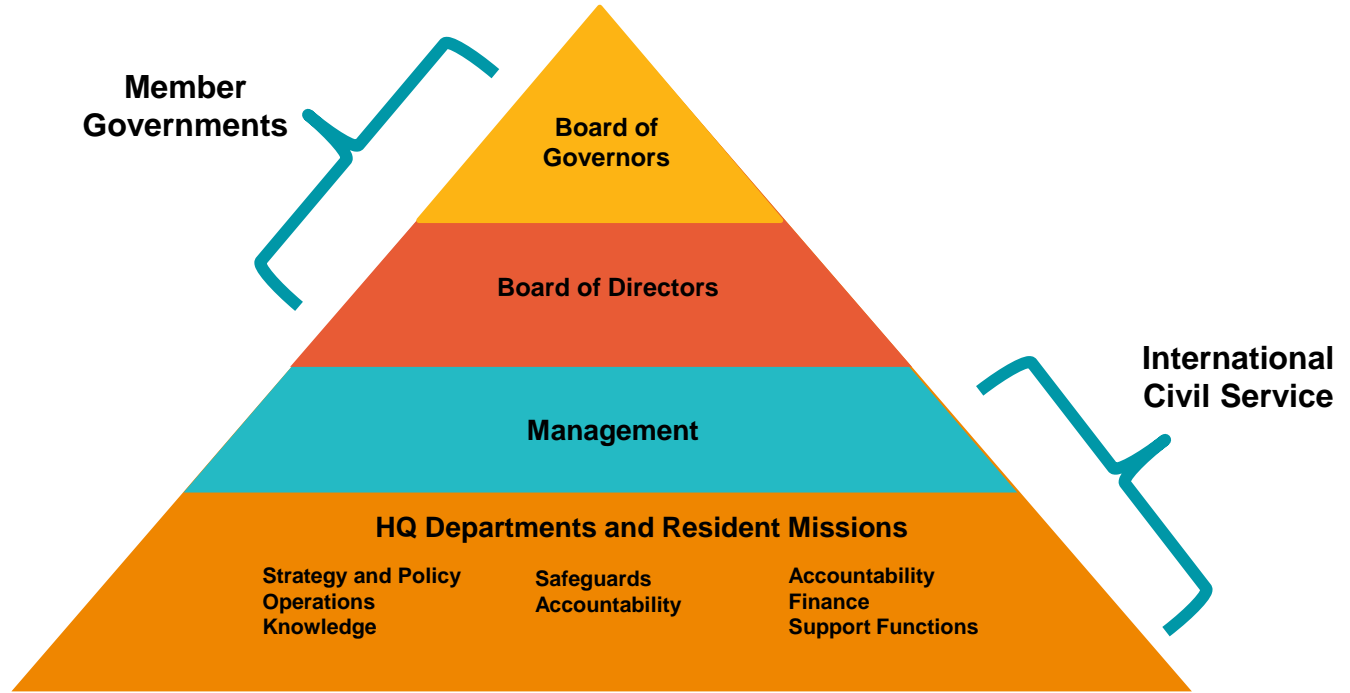


# ADB and Shareholders

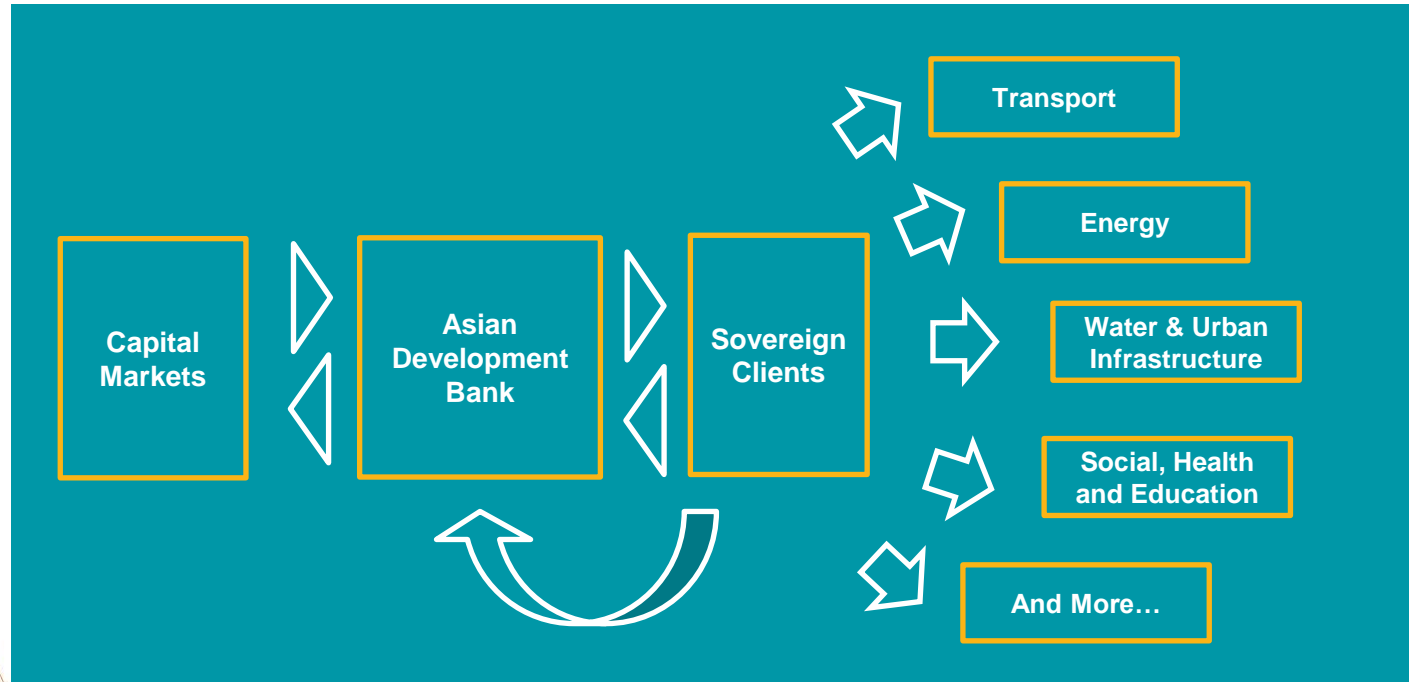




# ADB Governance Structure



# Sovereign Lending





## Sovereign Lending

1. Policy-Based Lending
2. Project Loan
3. Sector Loan
4. Financial Intermediation loan
5. Emergency Assistance Loan
6. Multitranche Financing Facility
7. Sector Development Program
8. Results-Based Lending
9. Project Readiness Financing
10. Small Expenditure Financing Facility
11. Public-Private Partnership Standby Financing Facility
12. Technical Assistance

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**Private Sector** –ADB catalyzes private investment through

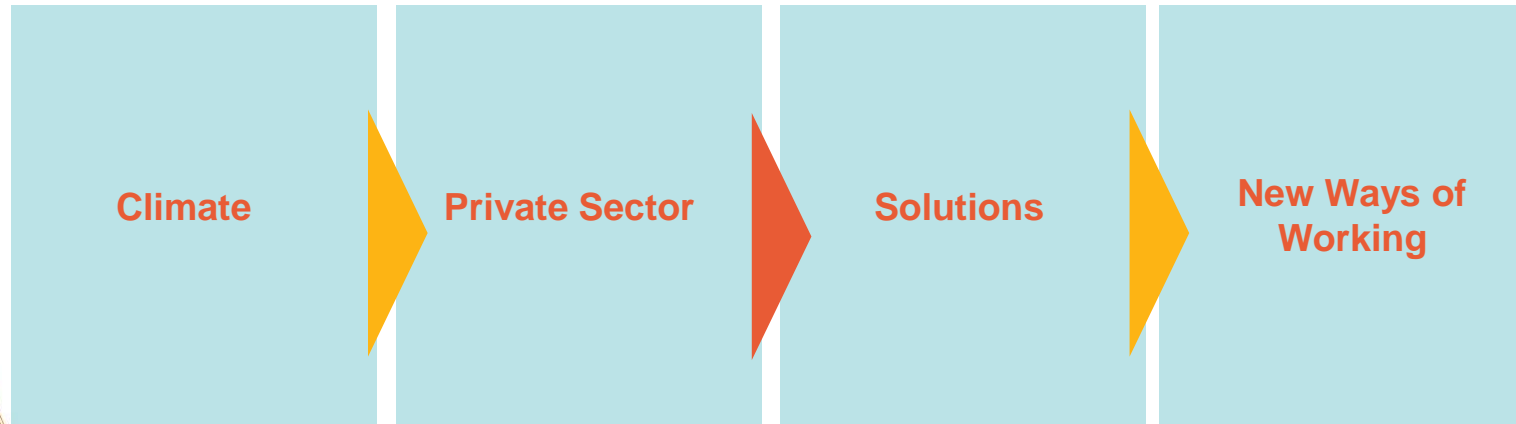
1. Equity Investment
2. Guarantees
3. Loan Syndications
4. Blended Finance
5. Trade and Supply Chain Finance Program
6. Microfinance Program
7. Technical Assistance

<https://www.adb.org/what-we-do/private-sector-financing/financial-products>

<https://www.adb.org/documents/sovereign-lending-grant-modalities-quick-guide>



# ADB's Four Shifts



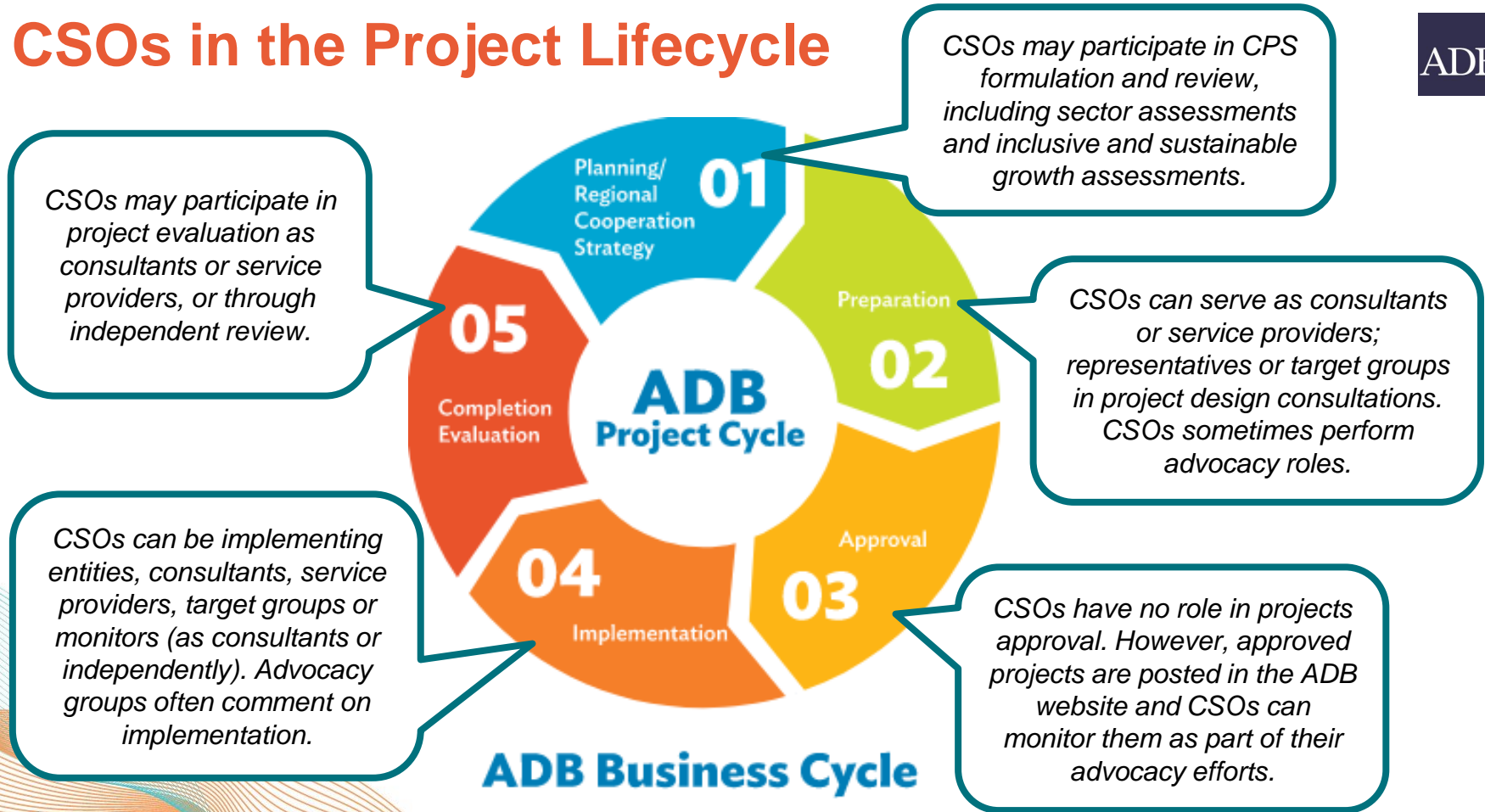
**Almost \$10 Billion in Climate Finance in 2023**

# How Do We Engage with Civil Society?

- 1 Consultations and Advisory
- 2 Project Components (CSOs contracted as service providers)
- 3 CSO-Specific Funds [RARE]
- 4 Events and Partnerships



# CSOs in the Project Lifecycle







# Consulting Opportunities

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## Technical Assistance

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- ❖ Small institutional pool (\$250M in 2022)
- ❖ Mostly used for innovative pilot projects
- ❖ Selection overseen by ADB
- ❖ Consultant Management System



Get to know your ADB Staff!

## Sovereign Loans

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- ❖ Large institutional pool (\$20 Billion in 2022)
- ❖ Selection overseen by the government
- ❖ ADB assists with project design so CSOs need to be built into the very early stages of the project vision
- ❖ Government Procurement Systems



Get to know your Government!!

# What Types of Opportunities?

## Consulting Services

Project Preparation and Implementation, Site supervision, detailed design, knowledge products, policy/advisory

## Turnkey Contracts

Powerplants, pump stations, water plants, airports, etc.

## Supply of Goods

Machinery, Equipment, Furniture, Computers

## Non-Consulting Services

Surveys, Training, Translation, Event Management

## Civil Works

Roads, Bridges, Railways, Irrigation Canals, Schools, etc.

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# Roles of CSOs in Projects

## Consulting Services

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- Gender Action Plan for projects
- Training and awareness raising
- Campaign
- Project communications
- Behavior Communications
- Resettlement
- Evaluation of project
- Implement project components
- Environmental component of projects
- Environmental and social assessments

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# Steps to Take

1. **Register in the ADB's Consultant Management System**
2. **Set alert for the sector or countries of your interests**
3. **Review the criteria or ToR well**
4. **Respond to request for expression of interests**
5. **English is the ADB's working language**
6. **Consultants/staff and organizations are from ADB member countries**

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# THANK YOU!

## Questions and Answers

Help us improve our next sessions. Please answer the poll that will be flashed on your screen.

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 [ADB NGO and Civil Society Center](https://www.youtube.com/ADBNGOandCivilSocietyCenter)



# Thank you for joining us.

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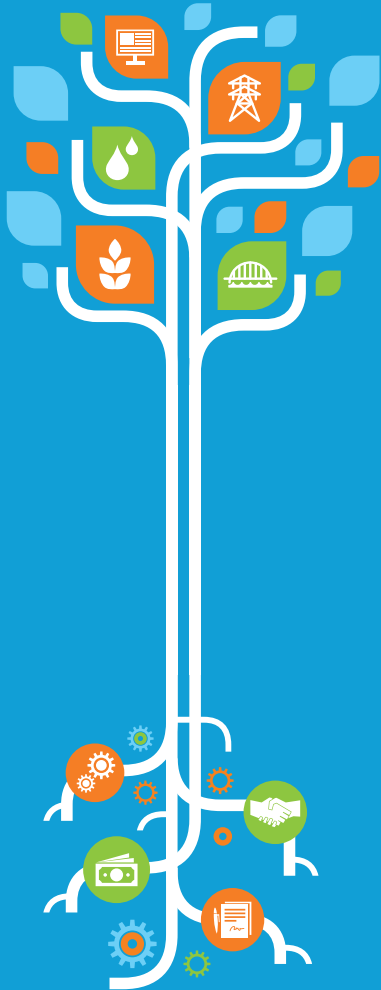
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For more: [adb.org](http://adb.org)

To join the community of ADB Consultants and Suppliers:

1) ADB Consultants Network:

<https://www.linkedin.com/groups/3796524/>

2) ADB Suppliers Network:

<https://www.linkedin.com/groups/3796532/>

Also follow “ADB Business Center”:

<https://www.linkedin.com/showcase/adb-business-center/>

# OPPORTUNITIES FOR CSOs AND ACADEMIA

**Steven Gillard**

Head of Consulting Services  
Unit, Procurement, Portfolio,  
and Financial Management  
Department (PPFD)



# How we worked with ADB on a locally-led COVID-19 initiative: Telehealth Services for Indigenous Peoples of Panay Islands

**John Paul Petrola**

Director, Center for Heritage and  
Indigenous Culture, Center for  
Informatics, University of San  
Agustin, Iloilo, Philippines





# BUSINESS OPPORTUNITIES FAIR

9–10 October 2024

## OPEN FORUM

**Kina Santillan-Pascua**  
Moderator



**BUSINESS OPPORTUNITIES FAIR**  
9–10 October 2024

# SYNTHESIS, KEY TAKEAWAYS, AND CLOSING

**Kina Santillan-Pascua**  
Moderator



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knowledge events better.*

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**Register now!**

[bit.ly/takeoverwebinar2024](https://bit.ly/takeoverwebinar2024)  
[civilsociety@adb.org](mailto:civilsociety@adb.org)



## GIRLS' TAKEOVER

# Girls' and Young Women's Leadership in Nature-based Solutions for Climate Action

INTERNATIONAL DAY OF THE GIRL CHILD CELEBRATION 2024



### Date & Time

17 October 2024  
10:30–11:45 a.m. GMT+8



### Hybrid Venue

The Innovation Hub, ADB  
Zoom Meetings

**#IDG2024**

ADB

CSO Conversations

Register through this link or scan the QR code:

[bit.ly/csoconvo-water](https://bit.ly/csoconvo-water)



# Civil Society Engagement in SDG 6: Clean Water and Sanitation for All

18 October 2024 | 2:00 PM (Manila time)

For inquiries contact us at [civilsociety@adb.org](mailto:civilsociety@adb.org)



#ADBandCivilSociety



[www.adb.org/ngos](http://www.adb.org/ngos)



@ADBandNGOs

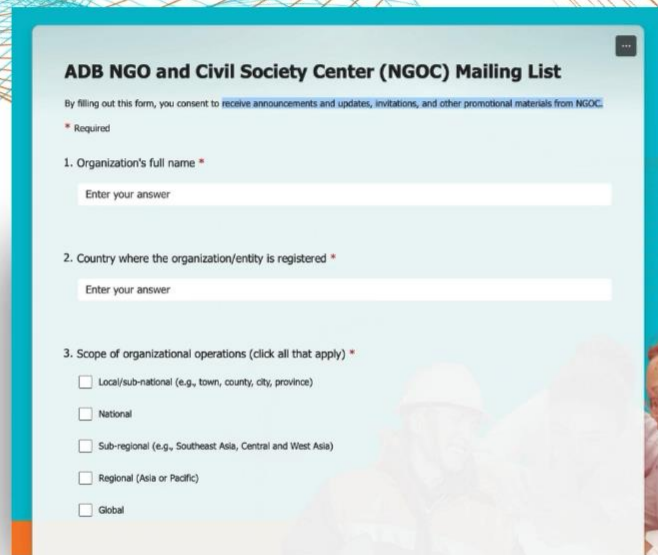


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\* Required

1. Organization's full name \*

Enter your answer

2. Country where the organization/entity is registered \*

Enter your answer

3. Scope of organizational operations (click all that apply) \*

- Local/sub-national (e.g., town, county, city, province)
- National
- Sub-regional (e.g., Southeast Asia, Central and West Asia)
- Regional (Asia or Pacific)
- Global