



U.S. & Foreign Commercial Service Liaison Office to the Asian Development Bank

Margaret Keshishian, Director/Senior Commercial Officer

How to Do Business with Asian Development Bank

May 2016



US Commercial Service Liaison Office to the ADB

U.S. Department of Commerce



**U.S. Commercial Service
Located in embassies and
consulates in 80 countries**



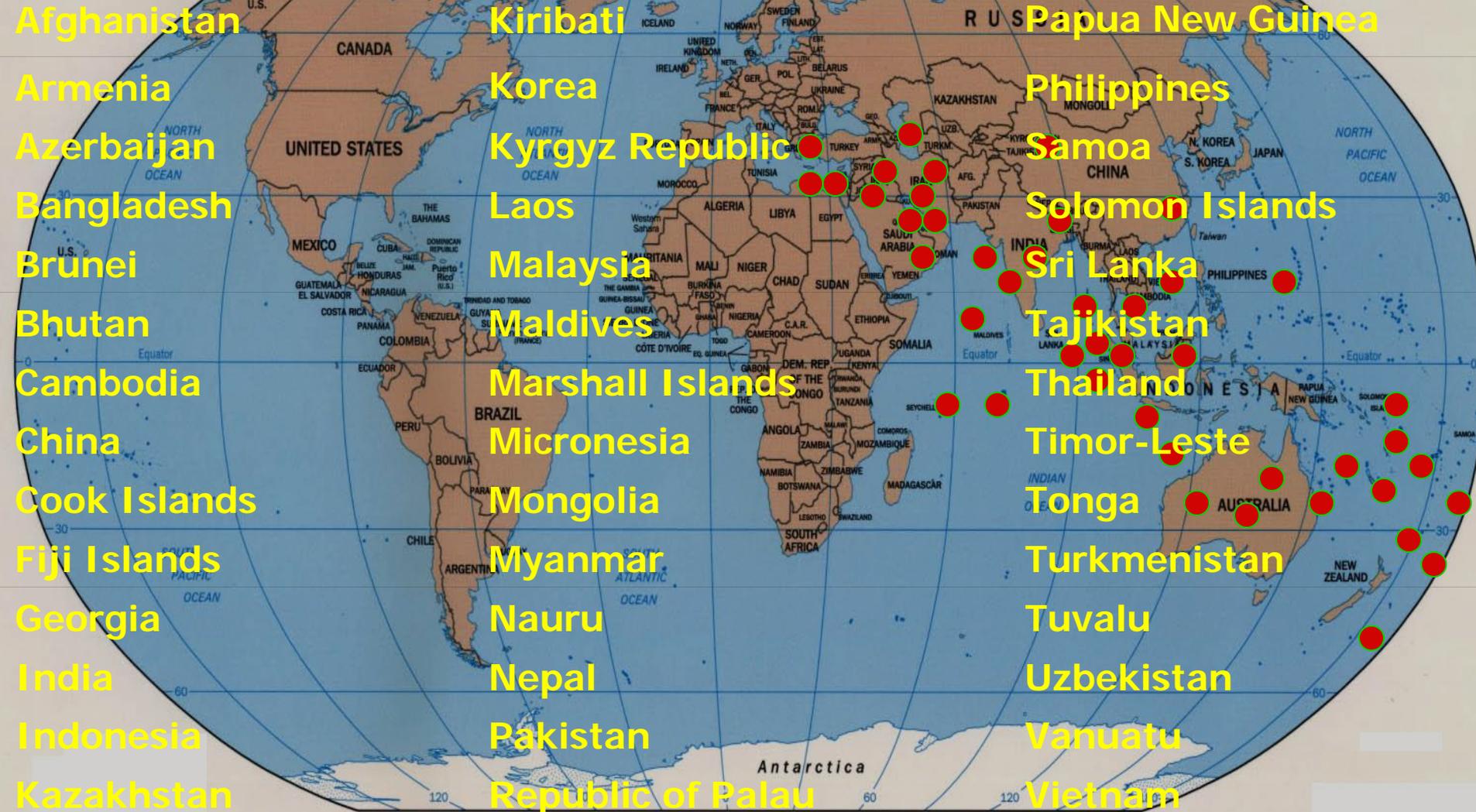
**CS ADB
U.S. Embassy in Manila**

Our Mission

- **Assist** U.S. firms to pursue market opportunities derived from ADB's development projects and goals. Key sectors: Transport; IT; Renewable Energy
- **Identify Supplier + Consultants Contracts; Explore ADB Equity Investment**
- **Protect** U.S. Business Interests
- **Advance** U.S. Government commercial priorities (Global Procurement Initiative, Support for ASEAN, Lower Mekong Initiative).

The Asian Development Bank

Developing Member Countries (42)



ADB Goals and Strategy

“Create a world in which everyone can share in the benefits of sustained economic growth”

Inclusive Economic Growth

Environmentally Sustainable Growth

Regional Cooperation and Integration

Water Scarcity Casts Shadow on Asian Development

Three in four nations in Asia and the Pacific face water security issues, with many of them being threatened by an imminent crisis unless immediate action is taken.

Source: ADB Website



Photo: Manjivath Kiran/ATP

The Asian Development Bank

Role: *“Asia’s premier regional multilateral development financial institution”*

Development Vision: Asia and the Pacific free of poverty

Business Goal: 50% of ADB-financed projects to have private sector participation by 2020

Business Opportunities: \$22 billion a year (2011 - 2015); translates into contracts for suppliers and consultants

Why Should US Firms Be Interested in ADB?

- From 2011 -2015, ADB provided more than **\$114 billion** to its member countries through loans, guarantees, equity investments, technical assistance, and grants.
- U.S. firms historically received good share of ADB business
- From 1966 – 2015: **\$8.3 B** (12,633 contracts)
In 2015 alone: **\$332 M** (321 contracts)

U.S. Firms Winning ADB Contracts

- Procurement Return Ratio: For **\$1** that the **U.S.** has **contributed** to ADB, **U.S. firms** have **won back \$1.49**.

2011-2015: US firms ranked:

- **1st**: Consulting services (ADB in-house) technical assistance (TA)
- **6th**: Consulting services under loans
- **8th**: Procurement of goods, works & services under loans
- **6th**: Total procurement under loans, TA & grants

Procurement Comparison, 2011 – 2015 (in \$ million)

Selected Country	Consulting	Rank	Goods & Works	Rank	Total Procurement	Rank
China	\$78	14	\$7,576	1	\$7,654	1
Germany	\$161	5	\$532	14	\$692	13
India	\$280	1	\$5,253	2	\$5,533	2
Japan	\$99	9	\$748	12	\$847	12
U.K.	\$171	4	\$314	18	\$486	16
U.S.	\$200	3	\$1,076	7	\$1,276	6

U.S. Firms Winning ADB Contracts

- 1st: Consulting services under technical assistance (TA)
 - 2015: Ong Wittrock Associates LLC (Washington, D.C.): \$130,000 consulting contract in Kazakhstan
 - 2014: HJI Corporation (Newport Beach, CA): \$ 627,100 consulting service contract in China
- 6th: Consulting services under loans
 - 2014: U.S. Power Consult (Alpine, NJ): \$216,000 Diagnostic Study & Feasibility Study Report for Pakistan

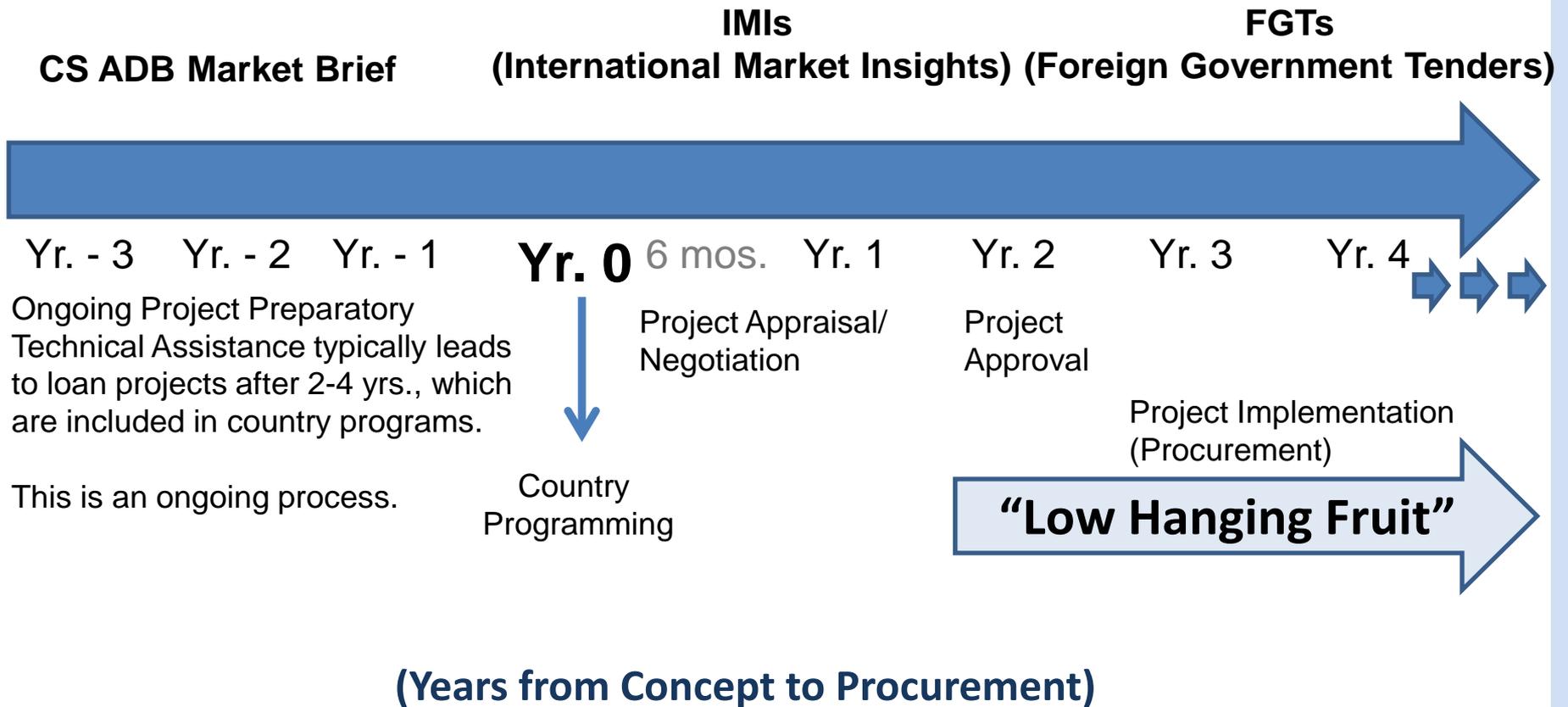
U.S. Firms Winning ADB Contracts

- 8th: Procurement of goods, works & services under loans
 - 2013: Oracle Corporation (Redwood Shores, CA): \$302,524 network equipment and software in India
- 6th: Total procurement under loans, TA & grants
 - 2013: Geothermal Development Associates (Reno, NV): \$9 million geothermal equipment in Indonesia

CS ADB Services

- **Counsel** U.S. firms on ADB market opportunities, bidding procedures. CS ADB Market Research: Country/ Sector/ Region <http://export.gov/adb/>
- **Advocate** on behalf of U.S. firms, facilitating access and organizing company briefings for US Firms at ADB, resolve disputes.
- **Outreach** in the region and the U.S.
- **Work** with other USG agencies (USTDA, OPIC, EXIM) & support to U.S. officials' visits to advance USG goals, e.g., US-Asia Pacific Comprehensive Energy Partnership

Market Research (Project Timeline)



How We Assist: Market Research (Market Brief)

B. ENERGY SECTOR

1. PLANNED PROJECTS

PLANNED LOANS			
YEAR	PROJECT NAME	PROJECT DIVISION	AMOUNT (\$ million)
2013	MFF Energy Efficiency Investment Program, Tranche 2	CWEN	\$500.00
	Power Sector Rehabilitation Project	CWEN	433.00
	MFF Power Transmission Enhancement Investment Program, Tranche 4 (standby)	CWEN	110.00
	Diamer-Basha Dam (TA) (subject to broader agreement and prerequisites) (standby)	CWEN	15.00
	MFF Renewable Energy Development Sector Investment Program, Tranche 3 (standby)	CWEN	68.00
2014	MFF Power Distribution Enhancement Investment Program Tranche 4	CWEN	160.00
	MFF Power Transmission Enhancement Investment Program Tranche 4	CWEN	110.00
	MFF Power Distribution Enhancement Investment Program Tranche 1 (standby)	CWEN	220.00
Subtotal			\$1,203.00*

*Exclusive of standby projects

CWEN: Central and West Asia Energy Division

How We Assist: Market Research (IMI)

C. Power Transmission Enhancement Investment Program Tranche 4

Loan No.	:	3203
Project No.	:	37192-044
Amount (US \$ million)	:	248
Sector	:	Energy
Subsector	:	Energy

Responsible ADB Officer: Megan Wolf, Central and West Asia Department, Energy Division

Description: ADB approved a multitranche financing facility (MFF) for the Power Transmission Enhancement Investment Program on 13 December 2016 for an amount not exceeding \$800 million. Under tranche 4 the government seeks ADB financing for 10 subprojects covering: (i) line bay extension and 281 kilometers (km) of 500-kilovolt (kV) transmission line from the 500-kV Muzaffargarh grid station for electricity evacuation from the 747-MW Guddu power plant; (ii) four new 220-kV grid stations and in/out transmission lines at Chakdara, D.I. Khan, Lalian, and Nowshehra; (iii) installation of a static var system (SVS) at 220-/132-kV Quetta industrial grid station; (iv) extension of 500-kV grid stations at Jamshoro and Gujranwala, and augmentation of 500-kV grid station at Rewat; and (v) the procurement of construction and operational equipment.

Project Rationale and Linkage to Country/Regional Strategy: The power system needs the new subprojects to meet network demand, safety and security requirements, and to cater for additional generation capacity which is under construction and planned for the future economic growth of Pakistan. Expanding and upgrading the transmission backbone will provide reliable and high-quality supply to meet increasing demand from industrial, commercial, agricultural, and domestic customers.

Impact: Enhanced power transmission operations and management

Outcome: Expanded and reliable 500-kV and 220-kV transmission system

Outputs: Transmission lines and substations commissioned

How We Assist: Market Research (FGT)

B. MFF Power Transmission Enhancement Program Tranche 4 [MFF-Lot1-2]

Loan No.: 3203-PAK

Contract No. and Title: ADB-78-2015: Civil Works, Erection, Stringing, Testing & Commissioning of 220kV Transmission Lines for Grid Stations at (i) D.I.Khan and Lailan, and (ii) Chakdara New and Nowshehra

Deadline for Submission of Bids: **11 May 2015, 11:00 a.m.**

The National Transmission and Despatch Company (“the Employer”) invites sealed bids from eligible Bidders for the construction and completion of Civil Works, Erection, Stringing, Testing & Commissioning of 220kV Transmission Lines for Grid Stations at (i) D.I.Khan (85km) and Lalian(4+4km), and (ii) Chakdara New(70km) and Nowshehra (5+5km) (“the Works”) meeting the qualification criteria specified next.

Contact: Chief Engineer (Material Procurement & Management)
National Transmission and Despatch Company
622-WAPDA House, Shahrah-e-Quaid-e-Azam, Lahore, Pakistan 54000
Tel.: +92-42-99202597; Fax: +92-42-99202173; E-mail: cempm@ntdc.com.pk

How We Assist: BUSINESS FACILITATION/ COMMERCIAL DIPLOMACY



Source: www.gdareno.com

\$9 million contract for Geothermal Power Plant in Indonesia

How We Assist: COMPANY BRIEFINGS



COMET e-Jeep



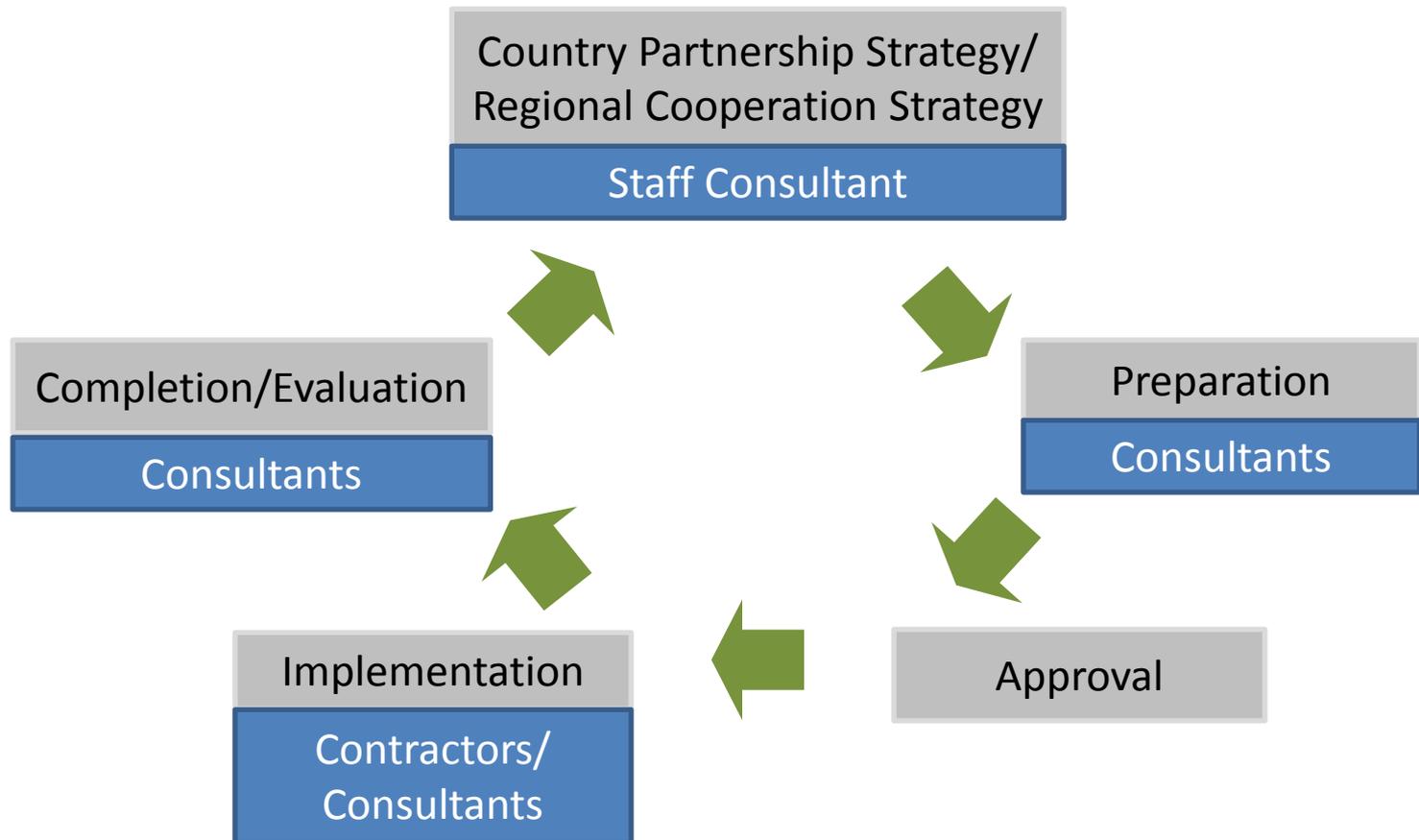
E-Tricycle Project

How We Assist: OUTREACH

- Asia Pacific Chambers of Commerce
- Business Opportunities Seminars in U.S.
- ADB Sectoral Workshops
 - Disaster Resilience Workshop
 - Asia Clean Energy Forum (Lower Mekong Initiative)
 - Transport Forum



ADB Business Opportunities during the Project Cycle



ADB Business Opportunities

- Consultant/Contractor to ADB as staff member;
- Consultant/Contractor to ADB borrowing member countries;
- Supplier/Subcontractor of goods & services to 'prime' on ADB project;
- ADB equity investment, loans or guarantees for your project



Where are the Business Opportunities?

Top Recipients of ADB Financing

Rank	2013 (billion)		2014 (billion)		2015 (billion)	
1	India	\$2.7	India	\$3.5	India	\$3.9
2	Pakistan	\$2.6	Pakistan	\$3	Pakistan	\$3.1
3	China	\$2.4	China	\$2.8	Indonesia	\$2.9
4	Vietnam	\$2	Vietnam	\$2.4	China	\$2.8
5	Indonesia	\$2	Indonesia	\$1.8	Bangladesh	\$2.7

India: Sewage Treatment Plant



Vietnam: Transport Project



Top Sectors in 2014 & 2015

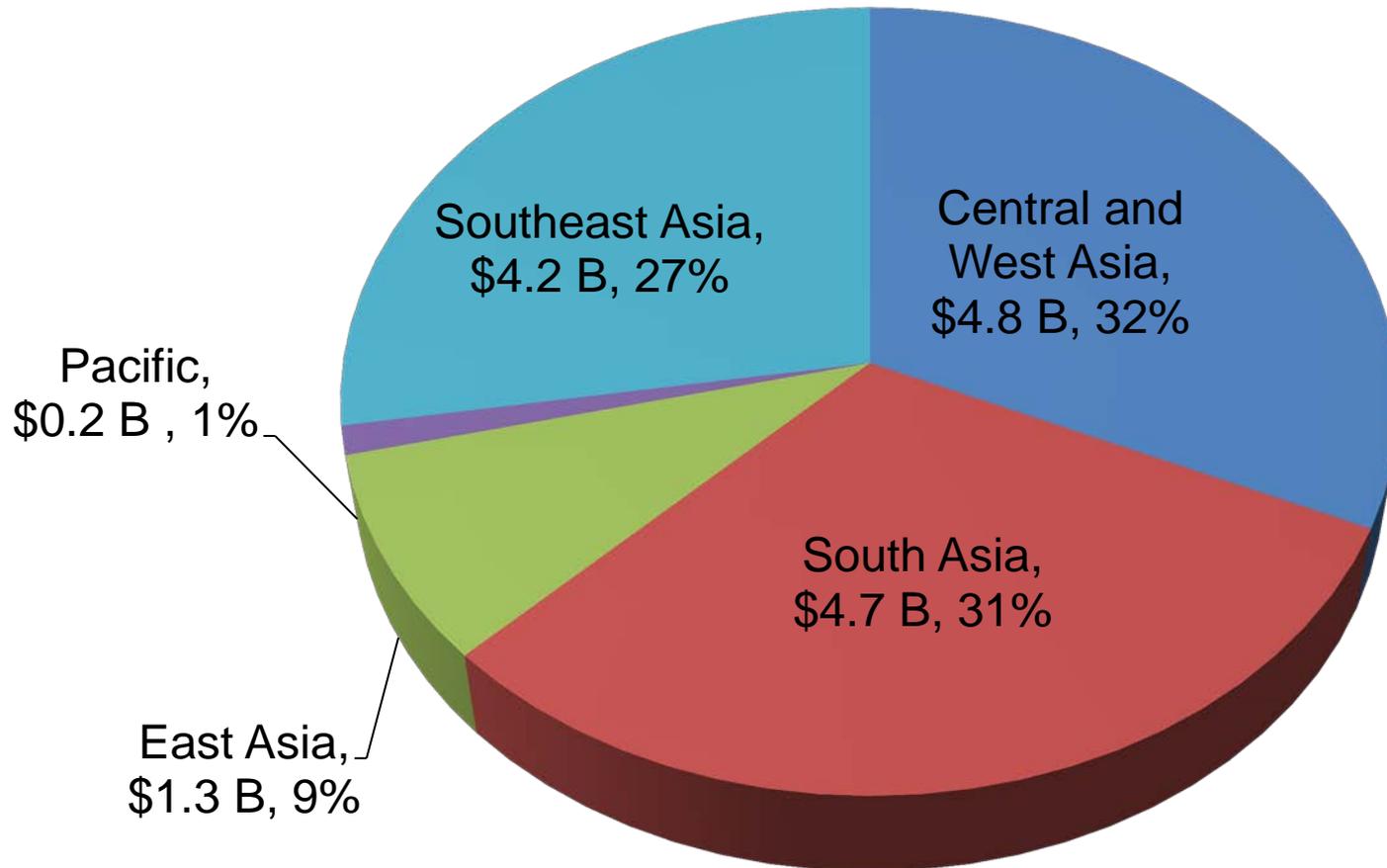
Priority Sectors for 2016 – 2018

2014 (\$ billion)**	2015 (\$ billion)**	2016-2018 (\$ billion)*
Energy : \$7	Energy : \$5	Transport & ICT : \$16
Transport & ICT: \$4	Transport & ICT: \$2.7	Energy : \$13
Finance : \$3.5	Finance : \$2.6	Water supply/ Sanitation : \$17
Public Sector Management : \$2	Water supply/ Sanitation : \$1.8	Public Sector Management : \$8

**ADB Loans and Technical Assistance based on Business Opportunities Fair 2016*

***Based on ADB Annual Reports, 2014 & 2015*

ADB Active Portfolio by Region in 2015



Source: ADB Statement of Operations, 2015



ADB Opportunities in Philippines

- **Angat Water Transmission Improvement Project (\$123 million)**
Executing Agency: Metropolitan Waterworks and Sewerage System
Opportunities : Design-build contract issued 2015
(Winning contractor not yet disclosed)
- **Market Transformation through Introduction of Energy-Efficient Electric Vehicles (\$405 million)**
Executing Agency: Department of Energy
Opportunities : e-Trike units; charging stations



ADB Opportunities in Philippines

- Integrated Natural Resources and Environmental Management Project (\$124 million)
Executing Agency: Dept. of Agriculture (Office of the Secretary)
Opportunities : Civil Works
- Road Improvement and Institutional Development Project (\$92 million)
Executing Agency: Department of Public Works and Highways Central Office
Opportunities : Civil Works

Tips

- Stick to your specialization
- Follow ADB documentation requirements
- Pursue projects in countries where you have presence and track record
- Keep abreast of ADB strategies

Tips

- Employ local teams for pricing advantage
- Visit ADB + Borrowing Government + Project Sites
- Contact CS ADB for assistance

Where to Find Us

US Commercial Service's Liaison Office to ADB

Name: Margaret Keshishian, Director/Senior Commercial Officer

E-mail: Margaret.Keshishian@trade.gov

Cecile Santos, Senior Commercial Specialist

E-mail: Cecile.Santos@trade.gov

Tel.: (63-2) 301 2000; (63-2) 516 6958

Websites: <http://export.gov/adb/>, www.adb.org

ADB Websites

- 1) General Home Website: www.adb.org
- 2) Consultants' Network: <http://www.linkedin.com/groups/ADB-Consultants-Network-3796524>
- 3) Suppliers' Network: <http://www.linkedin.com/groups/ADB-Suppliers-Network-3796532>
- 4) ADB Learning Tools:
https://wpqr4.adb.org/LotusQuickr/consultanttutor/PageLibrary48257B740021056D.nsf/h_Toc/26bef2dad507c7d948257b7400210f03/?OpenDocument