



Working with the Asian Development Bank (ADB)

Focus on Business Opportunities and Project financing in the Public and Private sector

The **Swiss-Asian Chamber of Commerce** in collaboration with the **Asian Development Bank** are pleased to invite you to this most interesting event on **Working with the Asian Development Bank**.

Date: Wednesday, 2 November 2016
Time: 10:45hrs to 14:15hrs
Venue: Haus zum Rüden, Limmatquai 42, CH-8001 Zurich

The Asian Development Bank (ADB) is a multilateral development finance institution which was conceived in the early 1960s, headquartered in Manila, Philippines. ADB in partnership with member governments, independent specialists and other financial institutions is focused on delivering projects in developing member countries that create economic and development impact. ADB has 67 shareholding members including 48 from the Asia and Pacific region.

As a catalyst for private investments, ADB provides direct financial assistance to private sector projects. While ADB's participation is usually limited, it leverages a large amount of funds from commercial sources to finance these projects. Projects must also have clear development impacts and/or demonstration effects that go beyond the benefits captured in the financial rate of return.

In its private sector operations, ADB builds on its existing strengths in the infrastructure and capital markets/financial sectors, and seeks to assist private sector projects in these two areas in developing member countries (DMCs).

Areas of Focus and Results

ADB operations are designed to support the three complementary agendas of inclusive economic growth, environmentally sustainable growth, and regional integration.

ADB employs its limited resources in its areas of comparative strength—the core areas of:

- Infrastructure (water: water supply, waste treatment, energy, transport: roads, ports, railways, airports, urban development, information and communications technology) Health, Agriculture and natural resources, Public sector management
- Environment
- Regional cooperation and integration
- Finance sector development
- Education

Sector-specific engagements are guided by ADB's strategic agenda at the country level, which in turn reflects client demand. ADB provides assistance in the form of equity, loans and guarantees, as well as B loans (complementary financing scheme) for infrastructure projects. ADB can also assist in arranging parallel financing. ADB support's sub-sovereign, municipal, corporate and privatization of infrastructure projects.

ADB raises funds through bond issues on the world's capital markets. They also rely on their members' contributions, retained earnings from the lending operations, and the repayment of loans.

In 2015, loan and grant approvals to ADB's developing member countries amounted to \$16.29 billion, compared to \$13.49 billion in 2014. Private sector operations posted a jump to \$2.63 billion from \$1.92 billion in 2014. ADB mobilized, with donor support, more than \$10.74 billion in co-financing, bringing total operations for 2015 to \$27.17 billion, the highest in ADB's history.

As Switzerland is a shareholder in the capital of ADB and a contributor to its concessional lending instruments, Swiss companies can benefit from business opportunities arising from ADB's activities and the financing products it offers.

Schedule:

10:45hrs -10:55hrs	Registration
11:00hrs - 11:05hrs	Welcome Remarks & Introduction Tuck Seng Low , Co-Chairman, Singapore Committee, Swiss-Asian Chamber of Commerce, Zurich
11:05hrs - 11.35hrs	ADB at a Glance (ADB's Strategic Directions and Focus, Largest Borrowers, Successful Swiss - companies) ADB's project cycle and Practical Tips on how to identify ADB Business Opportunities early on for Procurement of Goods, Civil works, EPC contracts and Consulting Services. Walter POICK , Director, Procurement Division 2, East Asia, Southeast Asia and Pacific Operations, Operations Services and Financial Management Department, Asian Development Bank, Manila
11:35hrs – 12:00hrs	Private Sector Financing (Products and Services, Transaction Approvals Cycle, Activities and Impact, and Case Studies) Walter POICK , Director, Procurement Division 2, East Asia, Southeast Asia and Pacific Operations, Operations Services and Financial Management Department, Asian Development Bank, Manila
12:00hrs – 12:30hrs	Strategy and financing of the Asian Development Bank for clean energy development in Asia and the Pacific including Energy pipeline of projects Walter POICK , Director, Procurement Division 2, East Asia, Southeast Asia and Pacific Operations, Operations Services and Financial Management Department, Asian Development Bank, Manila
12:30hrs – 12:45hrs	Questions & Answers
12:45hrs – 14:00hrs	Lunch
14:00hrs – 15:00hrs	Individual Meetings with Walter POICK

Registration Form

Registration: Please register by returning the form below to the Swiss-Asian Chamber of Commerce, P.O. Box 1073, 8032 Zurich, faxing 041/620 88 03 or emailing sacc@sacc.ch, by Thursday, **28 October 2016 at the latest**. The cost of the event, which includes apéro and lunch, is sponsored by ADB. Please specify on the form if you require a vegetarian meal. You will receive a confirmation including the invoice after your registration. Cancellations will be accepted until **Friday, 29 October 2016, 10.00 a.m.:** - otherwise a full no-show charge applies.

Field of interest:

Registration for a B2B with Walter POICK:

Last Name: First Name:

Position: Company:

Full Address:

Phone: Fax: E-mail:

Meal preference: Normal meal Vegetarian meal Vegan meal

Date: Signature: