

Seminar and Business Visit to:

# THE ASIAN DEVELOPMENT BANK HEADQUARTERS



Manila, Philippines, 19<sup>th</sup> – 23<sup>rd</sup> March 2012

The UK Trade & Investment Aid-Funded Business Service in collaboration with the British Embassy in Manila is organising a specialist Business Visit to the Headquarters of the Asian Development Bank (ADB) in Manila, Philippines. This particular mission will be aimed at companies operating in specific sectors (listed below). The visit programme will also incorporate presentations from other Donors active in the Philippines (e.g. World Bank, EU) in a dedicated 'Philippines Country Day'.

## Why the Asian Development Bank?

- In 2010 the ADB committed \$17.5 billion in financing operations through loans, grants, guarantees, a trade finance facilitation programme, equity investments, and technical assistance. UK Companies and consultants have been awarded \$1.71 billion in procurement contracts since 1967.
- Procurement contracts for goods and works, and consulting services under loan and technical assistance operations totalled \$6.97 billion in 2007 and \$7.52 billion in 2008. In 2009 UK companies were awarded US\$35 million worth of business from ADB.
- The UK always has done exceptionally well at winning projects with the ADB as British Consultants have a high reputation within the Bank. Western Consultants have also retained a high regard amongst ADB developing member countries.
- All contracts are advertised and directly paid by the ADB itself (rather than its client countries), thus ensuring prompt, reliable payment and transparent procedures. Many British consultants enjoy working with the ADB as it is easy to access and everything is administered from Manila.
- The ADB's largest clients include Pakistan, China, Indonesia, India, Vietnam, Afghanistan, Bangladesh, Nepal and the Philippines. All of these countries speak sound English, making it an attractive source of business for British companies.

## What do the ADB procure?

The majority of opportunity lies within the consultancy sector as goods can often be sourced more easily and cheaply from Asian suppliers. The work of the ADB is aimed at improving the welfare of the population in Asia and the Pacific, particularly the 1.9 billion who live on less than \$2 a day. This particular visit will look at ADB's lending operations/projects in the following sectors:

- **Agriculture, Environment and Natural Resources** (*rural development, food security, irrigation, agri infrastructure, water resources mgt, marine resources mgt, biodiversity/ conservation, forestry, ecosystem restoration*)
- **Education** (*primary/basic, secondary, higher, technical & vocational*)
- **Energy** (*renewable energy, energy efficiency, electricity transmission & distribution, carbon mgt, carbon capture*)
- **Finance** (*Banking systems, capital/ financial markets, microfinance, trade finance, finance sector development*)
- **Public Sector Management** (*governance, public expenditure & fiscal management, taxation, civil service, PPP, land administration, law & judiciary*)
- **Transport and Communications** (*roads, railways, mass transport, ports, maritime transport, transport management and policies, ICT*)
- **Urban Development** (*water supply & sanitation, waste management, urban transport, flood management*)

## Why visit the Headquarters?

To be successful at winning ADB work, it is important to establish relationships with Project Officers and to gather intelligence on upcoming opportunities and trends in Bank lending. Companies who visit regularly are more likely to be successful at winning contracts. Short-term opportunities are also often picked up in the course of meetings with Project Officers face to face, as often the Bank will use Consultants they know. Short term assignments can be a great way of breaking into a country that you may not have worked in previously and will expose you to new contacts in the Ministries and other Donor personnel located in that country.

This visit will give you the opportunity to find out more about the Bank's future strategy and where the services of your company may be required. Through a tailored programme of meetings organised by the British Embassy, you will also have the opportunity to meet key contacts face to face to establish a good working relationship with the Bank. The Ambassador will also host a networking reception for companies to network with local Donor Agency staff and companies in Manila already winning contracts with the International Donor Community.

**Why should I participate?**

This visit will not only provide participants with the opportunity to listen to key hints and tips on doing business with the ADB from its own procurement staff, but will also provide you with the opportunity to make contacts relevant to your company through a personalised programme of appointments. The appointments will be arranged by the British Embassy in Manila on your behalf after you have provided a 'pen-picture' of what your company is looking to present to the ADB.

There will also be a day of presentations from staff located within other Donor Agencies in the Philippines. The Philippines itself is a large recipient of donor funding. In 2009, ADB approved loans amounting to a record \$1.176 billion and World Bank \$1.4 billion. The European Commission has allocated €61 million to the country for the period 2007-2013.

**Preliminary Programme**

- 18.03.12 Travel from UK to Manila
- 19.03.12 Free Day for delegates to arrive/adjust to time difference
- 20.03.12 Philippines Country Day – Briefing Meeting + presentations from Donor Agencies working in the Philippines (ADB, World Bank, UNDP, EU)
- 21.03.12 Business Opportunities Fair at ADB HQ  
Networking Cocktail Reception (evening)
- 22.03.12 ADB Business Fair continued + individual meetings for companies with ADB project officers
- 23.03.12 Continuation of individual meetings with ADB project officers
- 24.03.12 Leave Manila to return to the UK

**Travel Package**

Companies are advised to book their own flights. Airlines that operate regular flights to Manila include Emirates (via Dubai), KLM (via Amsterdam) – both fly from many UK regional airports or Cathay Pacific (via Hong Kong) and Singapore Airlines (via Singapore) from Heathrow.

**How do I book a place/register my interest?**

1. Contact Cheryl Boxall on 0845 603 0084 or email [info@afbs.org.uk](mailto:info@afbs.org.uk) for a company profile form. You will be asked to complete and return this form so that your company can be vetted (and deemed suitable for the visit) by the British Embassy, Manila. Alternatively, please complete and return the expression of interest form below. **The closing date for this visit will be Friday 27<sup>th</sup> January 2012.**
2. You will be required to pay the **Participation Fee** which is **£666 (inc VAT)** per company. The fee includes a tailored programme of meetings with ADB procurement contacts, networking reception, group transport to group functions, design and print of visit brochure and organisation of speaker presentations. Companies will also be asked to pay for the participation fee through 'OMIS' (Overseas Market Introduction Service) – you will be contacted about this once your application has been through the vetting stage and deemed suitable by the British Embassy in Manila.

**Due to the nature of this visit and to ensure the best possible service from the British Embassy in Manila, places on this visit are limited therefore early application is advisable**



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## Expression of Interest Form

Seminar and Business Visit to the ADB Headquarters, Manila  
**19<sup>th</sup> – 23<sup>rd</sup> March 2012**

**I am interested in participating on the forthcoming Seminar and Business visit to the ADB Headquarters, Manila. Please send a Company Profile Form to:**

Name:.....

Position:.....

Company:.....

Address .....

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..... Postcode:.....

Tel:..... Fax:.....

Email:.....

Web .....

Business activity:.....

***We anticipate that you will receive feedback on your profile form within 4 working days.***