



# Introduction to the Asian Development Bank

8 April 2024

Presented by

**Robert Marc Schoellhammer**, Sector Groups Advisor, ADB Manila

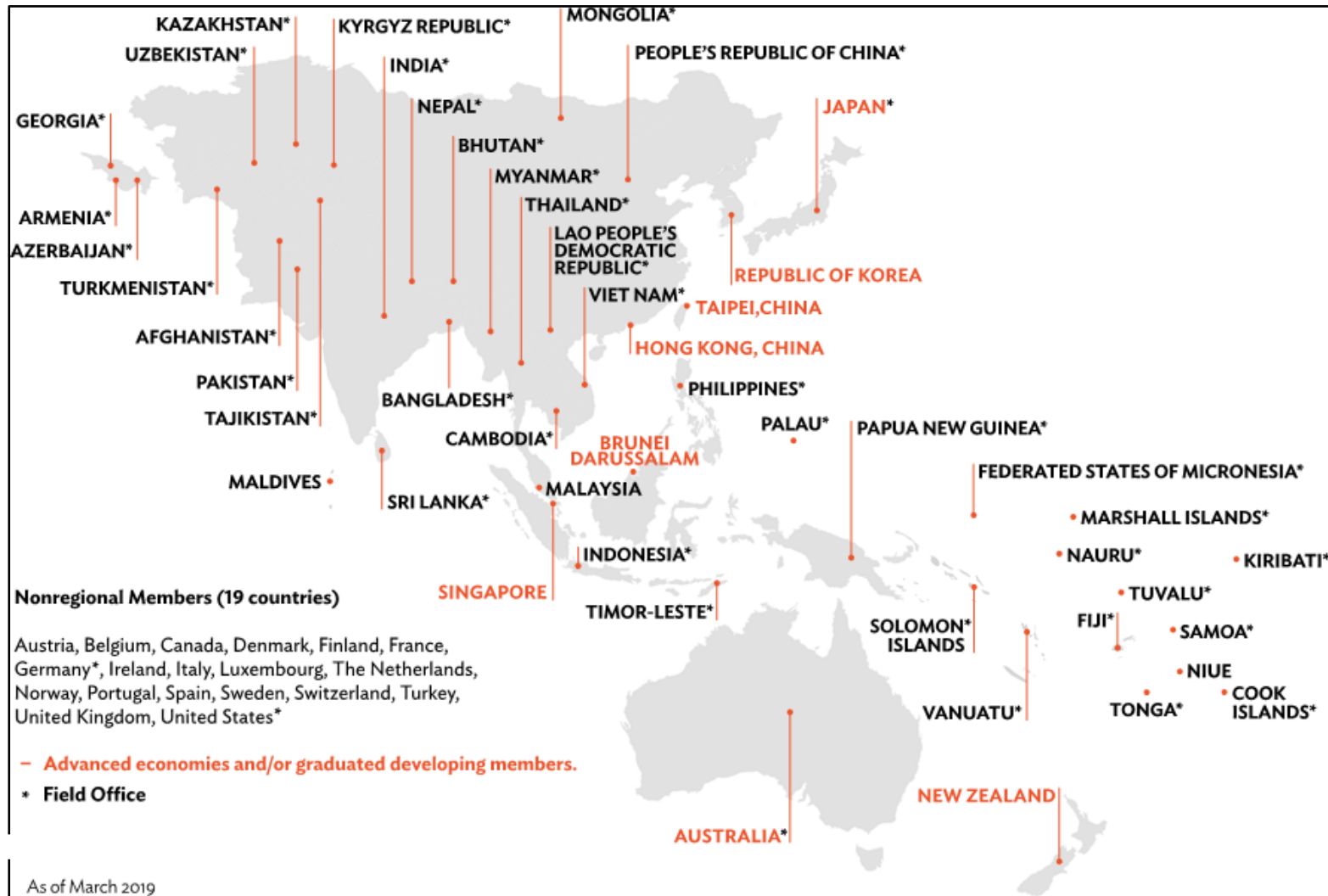
**Michiko Suga**, Representative

ADB European Representative Office, Frankfurt

**BUSINESS**  
**OPPORTUNITIES**



# A Brief about ADB



**Main Instruments: Loan/Grants, Technical Assistance, Equity and Guarantees**

**Delivered through: ADB's own resources (ordinary; concessional; special funds) and co-financing**

**Largest Borrowers in 2022: India, Philippines, Uzbekistan, PR China, Bangladesh**

- Founded in 1966
- HQ in Manila, Philippines



- 68 members: 49 from Asia and the Pacific | 19 outside
- 41 borrowing members
- 43 offices around the world

To support its clients, ADB works with:

- *Private sector*
- *NGOs and CBOs*
- *Foundations*
- *Academia /Think Tanks*
- *Donors*
- *Other Intl. Organizations*



# Seven operational priorities



Addressing remaining poverty and reducing inequalities



Accelerating progress in gender equality

At least 75% of committed operations by 2030



Tackling climate change, building climate and disaster resilience, and enhancing environmental sustainability

At least 75% of committed operations by 2030, \$100 billion from own resources from 2019–2030



Making cities more livable



Promoting rural development and food security



Strengthening governance and institutional capacity



Fostering regional cooperation and integration

## Other key approaches



Expanding private sector operations

One-third of ADB operations by 2024



Catalyzing and mobilizing financial resources for development

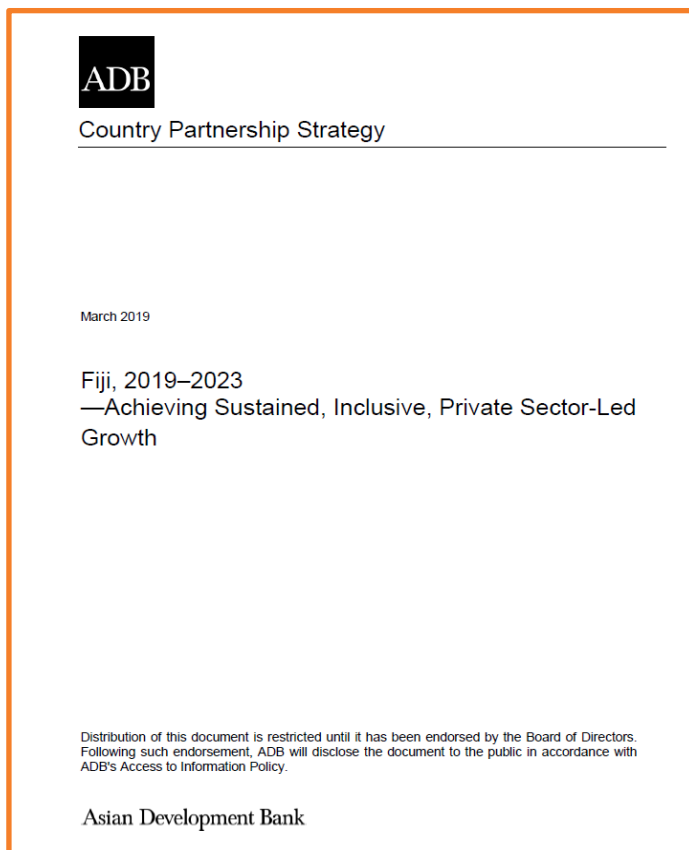
\$1 in private sector operations financing matched by \$2.50 of cofinancing by 2030



Strengthening knowledge services



# Country partnership strategies

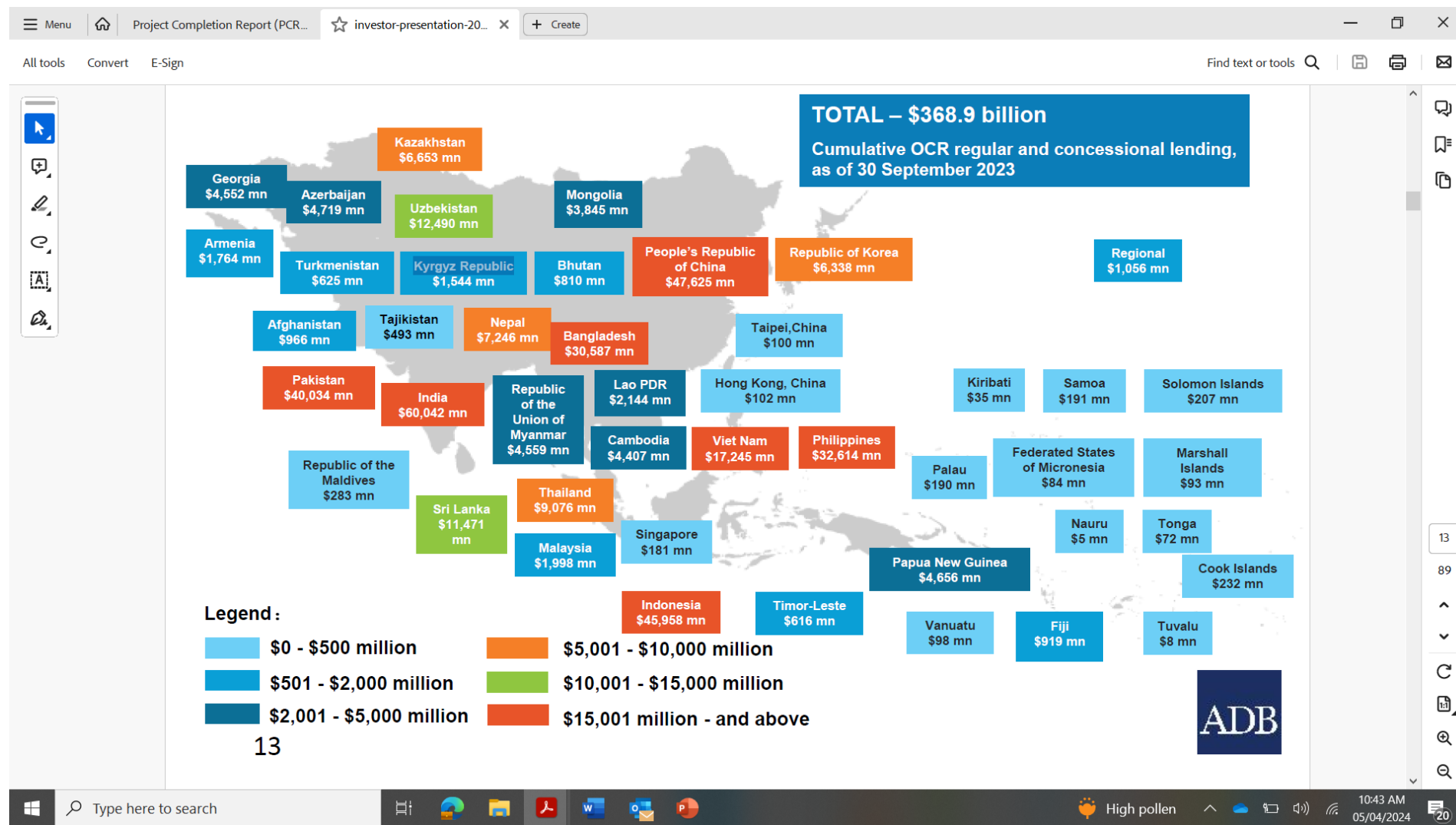


The CPSs defines ADB's operational focus and priorities in a country, and is agreed with the host DMC

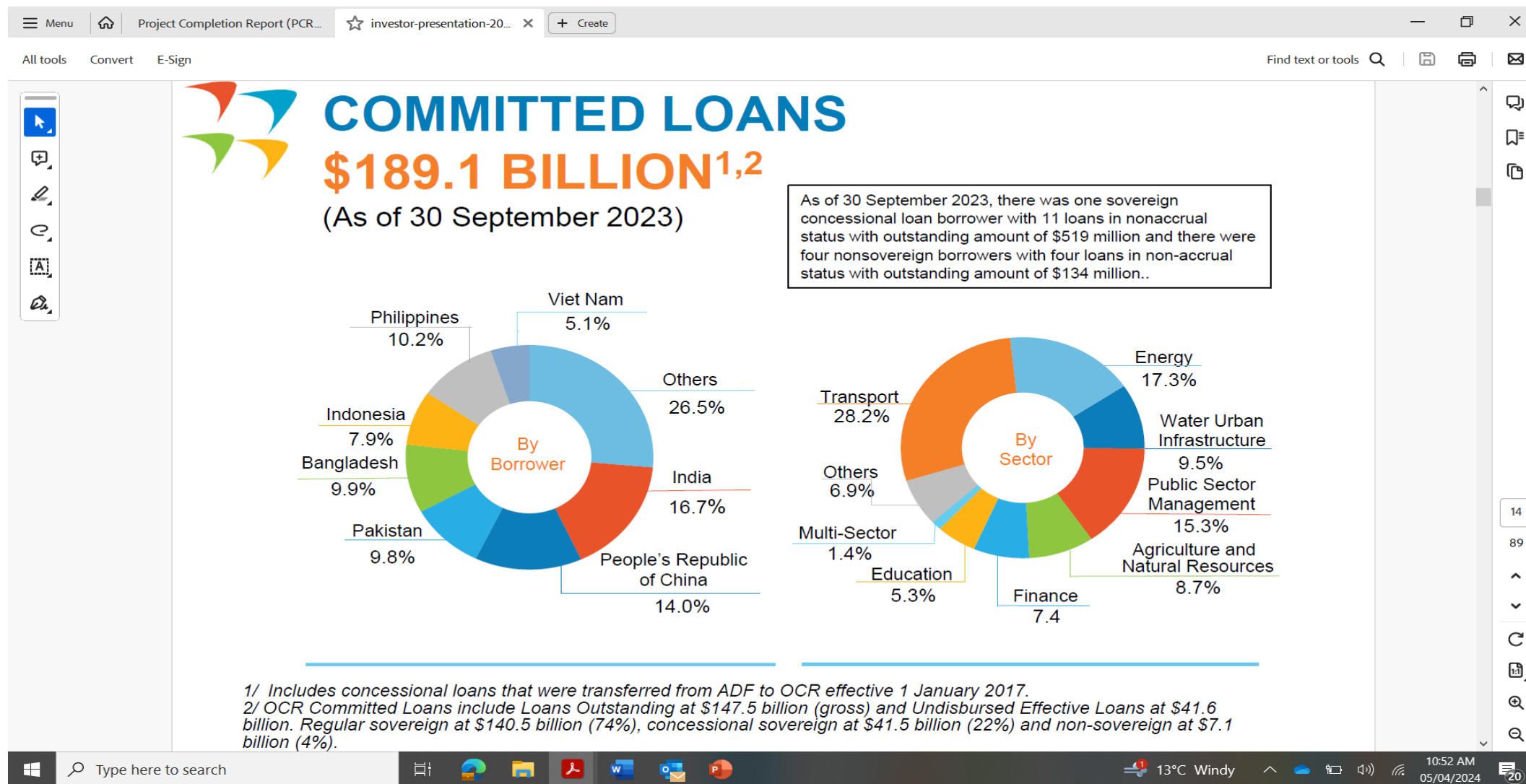
CPSs for all DMCs can be found on the ADB website

Under the CPS, a 3 year rolling project pipeline is prepared defining ADB projects to be financed – detailed project information (including contact information) is available in a dedicated Project Data Sheet

# Approved Loans by Borrower, 2023



# Committed Loans by DMC and Sector, 2023





# ADB's European Representative Office

## ERO Functions

The only ADB unit mandated to support and advise European stakeholders

Acts as a liaison between ADB's HQ in Manila and policymakers and major stakeholders in 17 European members

Identifies and connects European knowledge owners/institutions with ADB Sectors Group and others

## ERO Team in Frankfurt



**Michiko Suga**  
Representative



**Seung Min Lee**  
Deputy Representative



**Ilaria Caetani**  
Principal Partnerships Specialist



**Aditi Bhattacharya**  
Investment Specialist



**Milan Singh**  
Associate Administration and  
Communications Coordinator

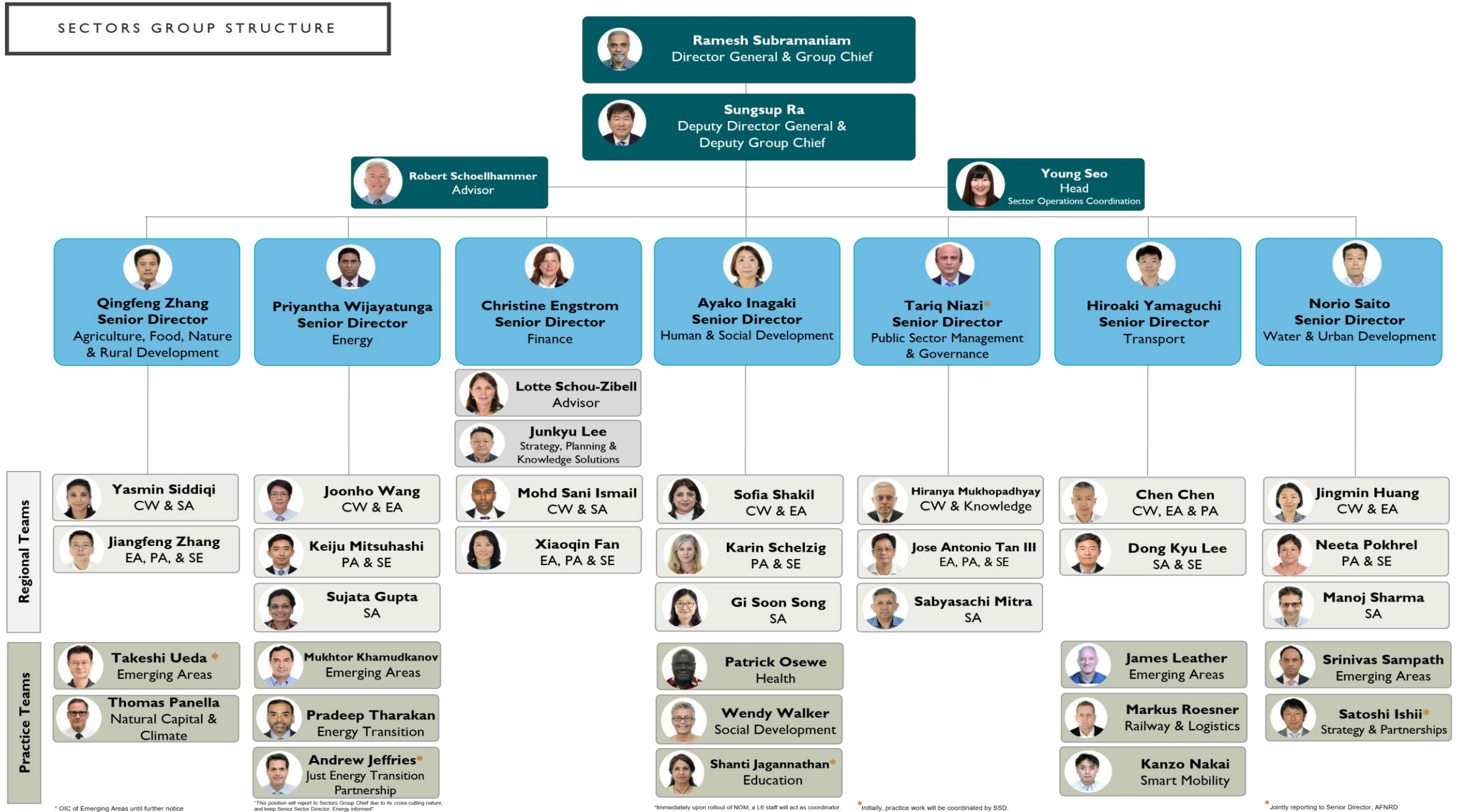


**Elisabetta Grinzato Gambula**  
Consultant



**Charito Kuttner**  
Senior Administration and  
Communications Assistant

## SECTORS GROUP STRUCTURE





# And Who's Who in the Wider ADB?

## Other Key Counterparts for Working with ADB

- ***Resident Missions***: our in-country teams agree on project pipelines and RM sector specialists administer most projects
- ***Executing/Implementing Agencies***: the agencies in DMCs designated by the borrower to manage ADB-funded projects – the Project Director is appointed from the EA/IA
- ***Project Implementation Units***: established within EAs/IAs (usually ADB-funded) responsible for key project elements including procurement, contracting
- ***Procurement, Portfolio and Financial Management Department***: HQ-based department responsible for procurement and consulting services

# CONTACTS

## **European Representative Office (ERO)**

**Representative:** Michiko Suga

ADB's European Representative Office is located at  
Westendstrasse 28 60325 Frankfurt am Main, Germany.

Tel: +49 69 2193 6400

Fax: +49 69 2193 6444

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

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

## **ADB Headquarters**

6 ADB Avenue, Mandaluyong City  
1550 Metro Manila, Philippines

Tel: +63 2 8632 4444

Fax: +63 2 8636 2444

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

## Useful Links

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

<http://cms.adb.org>

[www.youtube.com/user/AsianDevelopmentBank](http://www.youtube.com/user/AsianDevelopmentBank)

[www.adb.org/news/videos/series/procurement](http://www.adb.org/news/videos/series/procurement)

[www.adb.org/business/main](http://www.adb.org/business/main)

<https://www.adb.org/news/events/pacific-infrastructure-business-opportunities-seminar> (Pacific Infrastructure Business Opportunities Seminar, 23-24 May 2024)

Annual Report

[www.adb.org/documents/series/adb-annual-reports](http://www.adb.org/documents/series/adb-annual-reports)

Asian Development Outlook

[www.adb.org/publications/series/asian-development-outlook](http://www.adb.org/publications/series/asian-development-outlook)

ADB Data Library

[data.adb.org](http://data.adb.org)

ADB

# ADB @ LinkedIn

<https://www.linkedin.com/company/asian-development-bank/>

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

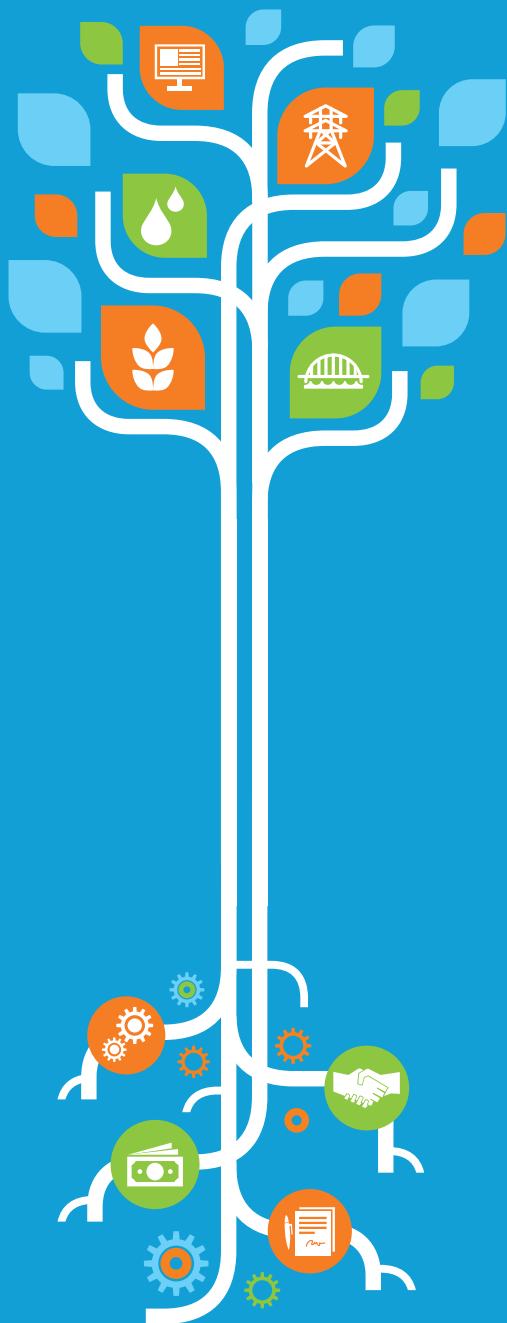
<https://www.linkedin.com/groups/3796532/>

This screenshot shows the LinkedIn page for the "ADB Consultants Network" group. The group is owned by Galiya Ismakova and was created in February 2011. It has 9,246 members, including Julius Gwyer and 340 other connections. The group is listed and has a banner image with the text "ADB CONSULTANTS NETWORK". A notification states: "Making this group public could 1.5x its reach. From now until September 1, 2023 UTC, you can make this group public. Learn more." There is a button to "Change group type". The group is categorized as "Listed group". The sidebar shows recent posts and a list of groups including "ADB Consultants Network", "Procurement at Internationa...", "Procurement Executives - B...", "Asia Pacific Public Electroni...", and "Working for Asian Develop...".

This screenshot shows the LinkedIn company profile for the Asian Development Bank (ADB). The profile features a banner image with the text "The battle against climate change will be won or lost in Asia & the Pacific" and the ADB logo. The company name is "Asian Development Bank (ADB)" and the tagline is "Asia and the Pacific's Climate Bank." The location is "International Trade and Development · Mandaluyong, Metro Manila" with 535,730 followers and 6,430 employees. The profile includes a "Following" button and an "Invite" button. The sidebar shows recent posts and a list of groups including "ADB Consultants Network", "Procurement at Internationa...", "Procurement Executives - B...", "Asia Pacific Public Electroni...", and "Working for Asian Develop...".

This screenshot shows the LinkedIn page for the "ADB Suppliers Network" group. The group is owned by Galiya Ismakova and was joined in November 2016. It has 1,335 members, including Pitusa Bolaño and 78 other connections. The group is listed and has a banner image with the text "ADB SUPPLIERS NETWORK". There is a button to "Change group type". The group is categorized as "Listed group". The sidebar shows recent posts and a list of groups including "ADB Suppliers Network", "ADB Consultants Network", "Procurement at Internationa...", "Procurement Executives - B...", "Asia Pacific Public Electroni...", and "Working for Asian Develop...".





BUSINESS  
OPPORTUNITIES

THANK YOU!

ADB