2017 International Aid Business Opportunity Seminar

Asian Development Bank (ADB) Sectoral Session: Education

11 October 2017
AGENDA

• 3.00 pm – 3.10 pm  WELCOME
  Ms Elodie Journet, Senior Trade and Investment
  Commissioner to the Philippines & Micronesia,
  Austrade Manila
  Dr Nicholas Baker, Senior Manager, Client Engagement &
  Insights, International Education Team, Austrade Sydney

• 3.10 pm – 3.40 pm  ADB SECTORAL PRESENTATION
  Ms Karina Veal, Senior Education Specialist,
  Sector Advisory Service Cluster, Asian Development Bank
  Sector Overview
  Opportunities
  Countries of Focus

• 3.40 pm – 3.55 pm  Q&A

• 3.55 pm – 4.00 pm  NEXT STEPS & CONTACT DETAILS
1. Select “Chat” function

2. Select “Host & Presenter”

3. Type your question here

3. Press ‘Send’
KARINA VEAL
SENIOR EDUCATION SPECIALIST
SECTOR ADVISORY SERVICE CLUSTER
ASIAN DEVELOPMENT BANK
Karina Veal is currently Senior Education Specialist at the Asian Development Bank, and a former advisor to UNESCO and the ILO.

At the Asian Development Bank Karina provides strategic and technical advice across ADB’s growing education sector operations to assist developing countries meet their priorities for skills development. She focusses on emerging issues such as effective industry engagement, skills for urban renewal, regional integration, and public-private sharing of educational facilities. She leads and participates in education and development policy studies and dialogues as well as in the preparation and supervision of projects in Nepal, Bhutan, India, Mongolia and China.
Education Sector Vision

Good jobs, decent income, increased productivity, better competitiveness and knowledge based economy

- Education Sector Capacity
- Quality Assurance
- Partners & Experts
- Financing Partnership

- World of Work
- Universal Skills
- Science, Technology
- Benchmarking

- Quantity & Quality
- Good Practices
- ICT & PPP
- Cross Sector

Global & Regional Drivers of Change: Technology, Mobility, Urbanization, Demographics

Align with SDG4 with a strong monitoring and evaluation system
Growing Trend in Education Lending

By Subsector

2012-2014
US$ 1.756 billion

- Pre-Primary and Basic Education: 49%
- Higher Education: 15%
- Broad Education Sector Dev’t: 0.1%
- Technical and Vocational Education and Training: 36%
- Upper Secondary Education: 0.4%

2015-2017
US$ 2.404 billion

- Pre-Primary and Basic Education: 61.8%
- Higher Education: 10.8%
- Broad Education Sector Dev’t: 28.9%
- Technical and Vocational Education and Training: 2.8%
- Upper Secondary Education: 7.7%

2017-2019
US$ 3.702 billion

- Pre-Primary and Basic Education: 25%
- Higher Education: 10%
- Broad Education Sector Dev’t: 7%
- Technical and Vocational Education and Training: 10.5%
- Upper Secondary Education: 51%

By Region

2012-2014
US$ 1.756 billion

- Central and West Asia: 42.2%
- East Asia: 9.9%
- Pacific: 44.4%
- South Asia: 3.1%

2015-2017
US$ 2.404 billion

- Central and West Asia: 28.8%
- East Asia: 28.9%
- Pacific: 46.7%
- South Asia: 2.1%

2017-2019
US$ 3.702 billion

- Central and West Asia: 32.8%
- East Asia: 11.3%
- Pacific: 45.0%
- South Asia: 1.1%
- Southeast Asia: 10.5%

16 February 2017
Emerging trend

Over 100 m students in Asia Pacific region either dropout or leave school without learning

65% of children in elementary school today will have jobs that do not exist, yet.
U.S. Department of Labor report.

Digital literacy is becoming important like the 3Rs

More than average years of schooling, quality is important

Despite dramatic changes in technology (robotics, AI), education systems have been too slow to respond

Chronic mismatches seriously hamper recruitment efforts

Design thinking and coding as new opportunities

Brain science is becoming important


Source: bestlearningplace.blogspot.com
Emerging skills

Top 10 skills

in 2020
1. Complex Problem Solving
2. Critical Thinking
3. Creativity
4. People Management
5. Coordinating with Others
6. Emotional Intelligence
7. Judgment and Decision Making
8. Service Orientation
9. Negotiation
10. Cognitive Flexibility

in 2015
1. Complex Problem Solving
2. Coordinating with Others
3. People Management
4. Critical Thinking
5. Negotiation
6. Quality Control
7. Service Orientation
8. Judgment and Decision Making
9. Active Listening
10. Creativity

Source: Future of Jobs Report, World Economic Forum
Implications for DMCs

Source: economicstimes.indiatimes
Education & Training Ecosystem

**Basic & Secondary Education**
- Builds foundational skills

**TVET**
- Supports the development of
  - Technical & job-relevant skills
  - Applied research (e.g., process optimization)

**Tertiary Education**
- Supports the development of
  - Research & innovation
  - Entrepreneurship & leadership

**Cross-cutting interventions include:**
- Strengthen learning assessment systems for better M&E
- Use ICT for increased efficiency of delivery
- Foster PPPs for greater access and relevance
- Develop strong university / TVET – industry linkages
- Promote STEAM throughout the education system

**Qualitative Progress**
- High
- Low

**Quantitative Progress**
- Top Quadrant (Both quantitative and qualitative achievements are good)
- Second Quadrant (Very good qualitative achievements but poor quantitative)
- Third Quadrant (Very good quantitative achievements but poor qualitative achievements)
- Fourth Quadrant (Both quantitative and qualitative achievements are poor)
Changing education portfolio and directions

Where we are now

- Education lending is gradually growing, reflecting growing demand
- Current process is not sufficiently incentivizing innovations
- Current educational practice in many DMCs lags behind
- Technology provides huge opportunities to transform but the use in our projects has been too slow

Where we want to go

- Funding alone is inadequate. Finance ++ along with some grant is often needed
- Piloting and partnerships are crucial to demonstrate good practice and to scale up at speed.
- Better evaluation and promotion of good practices
- We must promote better technology by forging partnerships with relevant institutions
Changing education portfolio and growth opportunities

**Evolution of ADB support in education**

- **Bangladesh**
  - Primary Education Development Program
  - Skill Development Program
- **Sri Lanka**
  - Secondary Education Program (First RBL in ADB)
  - Skills Development Program (now an RBL)
- **Viet Nam**
  - Secondary Education Program (3rd one to be prepared)
  - TVET Program (move to market orientation)

**Exclusively TVET Programs**

- India: Two ongoing, one newly approved and two in the pipeline
- PRC: Four ongoing (one RBL) and one in the pipeline (RBL)

**Growth Opportunities (Countries)**

<table>
<thead>
<tr>
<th>Armenia</th>
<th>Myanmar</th>
</tr>
</thead>
<tbody>
<tr>
<td>Azerbaijan</td>
<td>Pakistan</td>
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<tr>
<td>Bangladesh</td>
<td>Philippines</td>
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<td>India</td>
<td>Uzbekistan</td>
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<td>Indonesia</td>
<td>Viet Nam</td>
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**Growth Opportunities**

<table>
<thead>
<tr>
<th>Subsectors</th>
<th>Cross Sectors</th>
<th>Innovations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Secondary education, TVET, higher education</td>
<td>Health, agriculture, urban infrastructure, green skills</td>
<td>Technology enabled teaching and learning, PPPs, municipal financing, green skills</td>
</tr>
</tbody>
</table>
Examples of Ongoing Projects

Enhance School Quality & Equity
- NEP: School Sector Devt
- PHI: Conditional Cash Transfer
- VIE: Secondary Education2
- BAN: Secondary Education Sector
- SRI: Education Sector Devt
- VIE: Lower Secondary Education2

Promote PPPs
- BAN: Skills for Employment
- IND: Kerala’s Additional Skill
- PHI: Senior High School

Anticipate Demand
- MYN: Equipping Youth for Employment
- PRC: Guangxi Baise TVET

New Business Potential
- REG (PARD): University of South Pacific
- LAO: Strengthening Higher Education 2

Cross Sector
- ARM: Seismic Safety
- TAJ: TVET (Clean Energy)
- NEP: Earthquake Emergency

New Business Potential
- REG (PARD): University of South Pacific
- LAO: Strengthening Higher Education 2

Promote PPPs
- BAN: Skills for Employment
- IND: Kerala’s Additional Skill
- PHI: Senior High School

Anticipate Demand
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New Business Potential
- REG (PARD): University of South Pacific
- LAO: Strengthening Higher Education 2
Examples of Pipeline Projects

**Cross Sector**
- MON: Ensuring Inclusiveness
- NEP: Disaster Resilience
- PHI: Youth School to Work
- PRC: Yunnan Economic Zone
- PRC: Hebei Elderly Care

**Enhance School Quality & Equity**
- AZE: Education Sector Improvement
- BAN: Secondary Education Sector
- CAM: Upper Secondary 2
- PHI: Secondary Ed Support Program
- REG (PARD): Basic Education
- VIE: Secondary Ed Sector Devt 3

**Promote PPP**
- IND: MP Skills Development
- VIE: Skills and Knowledge

**New Business Development**
- NEP: Higher Engineering Education
- SRI: Science & Technology HR

**Anticipate Demand**
- BAN: Skills for Employment
- CAM: Skills and Competitiveness
- IND: Odisha Skills Development
- INO: Skills and Innovation
- KGZ: Skilling & Entrepreneurship
- LAO: Education for Employment
- MYA: Equipping Youth for Emp 2
- NEP: Skills Dev’t Program
- PRC: Guangxi Modern TVET
# ADB Education Lending 2015 Approvals

<table>
<thead>
<tr>
<th>DMC</th>
<th>Title</th>
<th>Project Lead</th>
<th>Amount ($ million)</th>
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<tr>
<td>ARM*</td>
<td>School Seismic Safety Improvement Program</td>
<td>M. Petrone</td>
<td>17.9</td>
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<tr>
<td>KGZ*</td>
<td>Second Investment Climate Improvement Program, Subprogram 1 (Closed)</td>
<td>P. Sood</td>
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<td>TAJ</td>
<td>Strengthening Private Sector Participation in TVET</td>
<td>N. LaRoque</td>
<td>30.0</td>
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<tr>
<td>PRC*</td>
<td>Beijing-Tianjin-Hebei Air Quality Improvement-Hebei Policy Reforms Program</td>
<td>B. An</td>
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<td>PRC</td>
<td>Guizhou Vocational Education Development Program</td>
<td>L. Wang</td>
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<tr>
<td>BAN</td>
<td>Additional Financing for PEDP III</td>
<td>S. Lee</td>
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<tr>
<td>BAN</td>
<td>Secondary Education Sector Investment Program ($500M-MFF)-PFR 2</td>
<td>S.M.E. Rahman</td>
<td>185.0</td>
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<td>NEP</td>
<td>Earthquake Emergency Assistance Project*</td>
<td>N. Giri</td>
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*Multisector program/project with education component 586.0
# ADB Education Lending 2016 Approvals

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<td>Skills for Employment Investment Program - PFR 2</td>
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<td>LAO</td>
<td>Second Strengthening Higher Education Project</td>
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<td>Second Strengthening Technical Vocational Education Project</td>
<td>W. Kubitzki</td>
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<td>Equipping Youth for Employment Project</td>
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<td>NEP</td>
<td>Supporting School Sector Development Program</td>
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<td>PHI</td>
<td>Social Protection Support Project - Additional Financing</td>
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<td>REG (PARD)</td>
<td>Higher Education in the Pacific Investment Program - Tranche 2 and 3</td>
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<td><strong>Total</strong></td>
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## ADB Education Lending
### 2017 Pipeline ($ million)

<table>
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<tr>
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<td><strong>Project Lead</strong></td>
<td><strong>Amount</strong></td>
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<tr>
<td>CWRD</td>
<td>Skilling and Entrepreneurship for Inclusive Growth Sector Development Program* (88% of $30M to Education, 12% Industry and Trade) Standby</td>
<td>J. Sarvi</td>
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<td>EARD</td>
<td>Ensuring Inclusiveness and Service Delivery for Persons with Disabilities* (30% of $25M)</td>
<td>R. Mamatkulov</td>
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<tr>
<td>MON</td>
<td>Ensuring Inclusiveness and Service Delivery for Persons with Disabilities* (30% of $25M)</td>
<td>R. Mamatkulov</td>
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<td>MON</td>
<td>Sustaining Access to and Quality of Education During Economic Difficulties* (40% of $50M)</td>
<td>A. Maruyama</td>
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<td>PRC</td>
<td>Hebei Elderly care Service System Development* (20% of $100M)</td>
<td>W. Walker</td>
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<td>PRC</td>
<td>Guangxi Modern Technical and Vocational Education and Training Development Demonstration</td>
<td>A. Maruyama</td>
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<td>PRC</td>
<td>Xinjiang Changji Integrated Urban-Rural Infrastructure Demonstration (1.7% of $150M)</td>
<td>H. Maruyama</td>
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<td><strong>Subtotal</strong></td>
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<td>PARD</td>
<td>Improving Quality Basic Education in the North Pacific</td>
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<td>SARD</td>
<td>Secondary Education Sector Investment Program ($500M MFF) PFR-3</td>
<td>E. Tajima</td>
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<td>IND</td>
<td>Odisha Skills Development Project</td>
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<td>IND</td>
<td>Himachal Skills Development Project</td>
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<td>SERD</td>
<td>Facilitating Youth School-to-Work Transition Program* (33.33% of $300M)</td>
<td>K. Hattel</td>
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<td><strong>Total</strong></td>
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*Multisector program/project with education component
# ADB Education Lending
## 2018 Pipeline ($ million)

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<tr>
<th>DMC</th>
<th>Project Name</th>
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<tr>
<td>CWRD</td>
<td>KGZ Skills for Inclusive Growth</td>
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<tr>
<td>EARD</td>
<td>PRC Hubei Yichang Comprehensive Elderly Care Service Demonstration * (20% of $150M)</td>
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<td></td>
<td>PRC Yunnan Lincang Border Economic Cooperation Zone Infrastructure Comprehensive Development* (10% of $250M)</td>
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<td>PRC University-owned Entrepreneurship and Service Platform for Startups and Small- and Medium-sized Enterprises Development</td>
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<td><strong>Subtotal</strong></td>
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<tr>
<td>SARD</td>
<td>BAN Fourth Primary Education Development Program</td>
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<td>BAN TA Loan for Human Capital Development</td>
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<td>BHU Education and Skills Development Project</td>
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<td>IND Madhya Pradesh Skills Development Project</td>
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<td>NEP PDA for Higher Engineering Education</td>
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<td>NEP Disaster Resilience Building for Schools and Communities Project</td>
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<td>SRI Skills Sector Enhancement Program – Additional Cofinancing</td>
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<td>SRI Innovation Capacity Project Development Facility</td>
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## ADB Education Lending
### 2018 Pipeline (cont’d, $ million)

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<tr>
<th>DMC</th>
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<tr>
<td>SERD</td>
<td>Second Upper Secondary Education Development Program</td>
<td>L. Perez</td>
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<td>Advanced Knowledge and Skills for Inclusive Growth in Indonesia</td>
<td>R. Van Dael</td>
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<tr>
<td>INO</td>
<td>Secondary Education Support Program</td>
<td>L. Perez</td>
<td>300.0</td>
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<td>PHI</td>
<td>Enhancing Youth School-to-Work Transition Program, Subprogram 2* (50% of $300M)</td>
<td>L. Perez</td>
<td>150.0</td>
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<td>Third Secondary Education Sector Development</td>
<td>S. Tanaka</td>
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<td>Skills and Knowledge for Inclusive Economic Growth Sector Development Program Subprogram 1</td>
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*Multisector program/project with education component

**Total**

| Amount | 1,229.0 |
# ADB Education Lending
## 2019 Pipeline ($ million)

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<th>DMC</th>
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<td>CWRD</td>
<td>Inclusive Education for Good Jobs Project</td>
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<td>PDA for Advanced Institutions in Science and Technology</td>
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<td>IND</td>
<td>Supporting Kerala’s Additional Skills Acquisition Program- Additional Financing</td>
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<td>Bihar Skills Development Program</td>
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<td>Education for Employment Sector Development Program</td>
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*Multisector program/project with education component

**Total** 1,193.0
# Contacts for Education Sector Group

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<thead>
<tr>
<th>Names</th>
<th>Designation</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rie Hiraoka</td>
<td>Director, CWSS</td>
<td><a href="mailto:rhiraoka@adb.org">rhiraoka@adb.org</a></td>
</tr>
<tr>
<td>Eiko Izawa</td>
<td>PAU Head, CWSS</td>
<td><a href="mailto:eizawa@adb.org">eizawa@adb.org</a></td>
</tr>
<tr>
<td>Sangay Penjor</td>
<td>Director, EASS</td>
<td><a href="mailto:spenjor@adb.org">spenjor@adb.org</a></td>
</tr>
<tr>
<td>Andrew McIntyre</td>
<td>OIC PAU Head, EASS</td>
<td><a href="mailto:amcintyre@adb.org">amcintyre@adb.org</a></td>
</tr>
<tr>
<td>Emma Veve</td>
<td>Director, PAUS</td>
<td><a href="mailto:eveve@adb.org">eveve@adb.org</a></td>
</tr>
<tr>
<td>Shigehiko Muramoto</td>
<td>PAU Head, PATE</td>
<td><a href="mailto:smuramoto@adb.org">smuramoto@adb.org</a></td>
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<td>Director, SAHS</td>
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</tr>
<tr>
<td>Brajesh Panth</td>
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THANK YOU!

ANY QUESTIONS?
HOW TO ASK QUESTIONS

1. Select “Chat” function

2. Select “Host & Presenter”

3. Type your question here

3. Press ‘Send’
• ADB Focus Areas: Opportunities - www.adb.org/focus-areas
• ADB project details - www.adb.org/projects
• ADB’s Procurement Guidelines - www.adb.org/documents/procurement-guidelines

Business intelligence can be collected through consultancy recruitment notices, country partnership strategies and operations business plans. Register in ADB’s Consultant Management System – www.cms.adb.org

International Aid Business Opportunities Procurement Info Seminars
• Friday 13 October, Sydney, 8.30 – 12.30, Karstens, Level 1, 111 Harrington St
www.austrade.gov.au/events

- Policy makers, practitioners, experts and partners from ADB member countries
- Hear about the latest priorities and projects, Exchange knowledge and ideas on to how implement effective and relevant education and training systems
- **Austrade targeted program** for Australian education providers seeking to pursue international aid opportunities
  - Pre-departure briefing
  - Shared knowledge sessions, networking and one-on-one meetings with ADB officers, Key Philippines Education Stakeholders as well as other international aid agencies

For more information, contact Ms Grace Halcon, Austrade Manila on grace.halcon@austrade.gov.au
2018 AUSTRALIAN CONSULTING SERVICES MISSION TO THE
ADB BUSINESS OPPORTUNITIES FAIR, MANILA – MARCH 2018

- ADB BOF 2-day Educational conference and networking forum - ADB funded projects and procurement opportunities
- Over 600 international consultants, contractors, manufacturers and suppliers
- Additional Austrade sessions:
  › pre-departure briefing with ADB Executive Directors - Australian Constituency
  › one-on-one meetings and knowledge-sharing sessions with ADB officers
  › networking reception
  › briefings with other multilateral banks and aid agencies (e.g. World Bank, UN, USAID, GIZ, DFAT, Development platforms, executing agencies, local contractors)

For more information, contact Ms Sheila Trance, Austrade Manila
sheila.trance@austrade.gov.au
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