Asian Development Bank

- 69 member countries
- 50 regional (including Australia) and 19 non-regional members
- Active portfolio end 2018 – USD 89.8 billion
- Financing approvals in 2018 – Record USD 35.82 billion

Contract Awards and Disbursement (by Borrowers) 2014-2018

($ billion)
ADB Financing Instruments

**Sovereign financing**

- Non-concessional ("OCR").
- Use our AAA rating to borrow in the market and on-lend.
- Middle income countries like Fiji

- Concessional and grant financing (ADF)
- Lower income countries and small and vulnerable Pacific islands
- Replenishments by shareholders every 4 years

- Cofinancing from partners (like Australia)

**Non-sovereign financing** to private companies for investment in developing members

- Equity and debt investments
- Generally commercial terms, although some opportunities to “blend” concessional resources
- Guarantees and other credit enhancement instruments
ADB and Australia

- Australia is 5th largest shareholder (after Japan, US, China, India)
- Australian firms won USD 1.6 billion of business since 1966
- Australia gets about 10% of total consulting services, but lower on goods/works (outside Pacific)
Opportunities from Growing Pacific Program

ADB's Active Loans and Grants in the Pacific, 2005–2018
(Financing amount, inclusive of cofinancing, and number of projects)

Sectoral Focus in the Pacific
2018 ADB Pacific Sovereign Portfolio

- Palau: $69m
- FSM: $36m
- PNG: $1,587m
- FSM: $36m
- Nauru: $84m
- RMI: $25m
- TUV: $35m
- PNG: $1,587m
- SOL: $63m
- Tuv: $35m
- KIR: $51m
- RMI: $25m
- Tonga: $81m
- VAN: $104m
- Cooks: $57m
- Fiji: $191
- SAM: $118m
- Timor: $289m
- Nauru: $84m
- Tonga: $81m
- FSM: $36m
- Fiji: $191
- RMI: $25m
- Sol: $63m
- Tuv: $35m
- KIR: $51m
- Australia
Transport

ADB’s Main Sector
$1.6bn current portfolio

Improved Land Transport
Samoa: Central Cross Island Road Upgrading Project ($31.0m, 2019)
Timor Leste: National roads ($35m, 2020)
PNG: Highland Highway ($500m, 2020)
Timor Leste: Baucau to Viqueque Road Project ($44m, 2019)
Fiji: Sustainable Mobility Project ($30m, 2021)

Maritime Transport a Growing Focus
Tuvalu: Tuvalu Outer Islands Maritime Infrastructure Project ($27m, 2021)
Nauru: Port ($65m, 2018)
Samoa: Port Development Project ($62m, 2019)
Solomon Islands: Honiara and Noro Ports Development Project ($34.0m, 2020 including Cofinancing)
PNG: Land and Maritime Transport and Trade Corridor Program ($110m, 2021)
Timor-Leste: South Coast Development Project ($50.0m, 2022)

Aviation
PNG: Civil Aviation Sector Development Program ($513.0m, 2020 including Cofinancing)
Timor-Leste: Dili Airport Runway Rehabilitation Project ($40.0m, 2021)
PNG: Land and Maritime Transport and Trade Corridor ($171.0m, 2021)
Energy

Increased focus
• Current portfolio: $360m
• Pipeline: $512m

Improved Access:
PNG: Power Development Investment Project ($240.0m, 2021)
Timor-Leste: Energy System Strengthening and Sustainability Project ($40.0m, 2021)
Timor-Leste: Timor-Leste Electricity Upgrading Project ($75.0m, 2022)

Increased Renewables:
Solomon Islands: Tina River Hydropower Project ($30.0m, 2020)
Samoa: Alaoa Multi-Purpose Dam Project ($38.0m, 2021)
FSM: Renewable Energy Development Project* ($15.0m, 2019)
Nauru: Solar Power Development Project ($22.0m, 2019)
Tonga: Renewable Energy Project ($12.2m, 2019)
Palau: Renewable Energy Project ($15.0m, 2021)
Urban / Water/ Sanitation

**Solomon Islands**: Urban Water Supply and Sanitation Sector Project ($40.0m, 2019)

**Tonga**: Integrated Urban Resilience Sector Project ($18.0m, 2019)

**PNG**: Urban Water Supply and Sanitation Project ($44.0m, 2020)

**Fiji**: Nadi Flood Alleviation Project (Nadi River Flood Control Structures Project) ($260.0m, 2020)

**Fiji**: Urban Water Supply and Wastewater Management Program ($110.0, 2020)

**Palau**: Koror-Airai Sanitation Project ($26.0m, 2020)

**Timor-Leste**: Municipal Capital Water Supply Project ($72.0m, 2021 and $95.0m, 2022)

**Vanuatu**: Luganville Urban Water and Sanitation Project ($11.0m, 2019 and $10.0m, 2022)

**Cook Islands**: Wastewater and Sanitation Project ($20.0m, 2021)

**FSM**: Chuuk and Kosrae Water Supply and Sanitation Expansion Project ($14.0m, 2020)
Are Australian Companies winning tenders with ADB?
Contracts Awarded to Australian Companies under ADB Loans and Grants, 2016-2017
Consulting Firms

- SMEC International
- Entura
- CARDNO EMERGING MARKETS (AUSTRALIA) PTY. LTD
- DEVELOPMENT PROJECT SUPPORT SERVICES PTY. LTD
- GHD PTY LTD
- SUSTAINABLY PTY LTD
- MCCANN CONSULTING INTERNATIONAL PTY LTD
- ESRI AUSTRALIA
Consulting Firms continued

- E.T. GROUP INTERNATIONAL PTY LTD
- CRAWFORD SCHOOL OF PUBLIC POLICY, AUSTRALIAN
Goods, Construction, Turnkey and Others

• MPOWER PROJECTS PTY LTD
• CCB ENVICO PTY LTD
• RELN PTY LTD
• BARCLAYS ENGINEERING
• RHODES PROJECT SERVICES PTY LTD
• GATEWAY ENERGY PTY LTD
• OSMOFLO WATER MANAGEMENT PTY LTD
• GOE-CON PRODUCTS PTY LTD
• NAN ELECTRICAL CABLE AUSTRALIA PTY LTD
Goods, Construction, Turnkey and Other continued

- RMS ENGINEERING AND CONSTRUCTION PTY LTD
- QUEENSLAND UNIVERSITY OF TECHNOLOGY
- ENERGY POWER SYSTEMS AUSTRALIA PTY LTD
- MCCONNELL DOWELL CONSTRUCTORS (AUSTRALIA) PTY LTD
- FUGRO LADS CORPORATION PTY LTD
- INDRA AUSTRALIA PTY LTD
- NOJA POWER SWITCHGEAR PTY LTD
Key messages:

1. Growing Pacific portfolio

2. ADB Office - Sydney