

ADB member countries in Asia-Pacific:



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MISSION TO:

*„Business Opportunities Fair 2018“
of the Asian Development Bank (ADB)*

Focus: South Asia

13th – 17th March 2018

Manila, Philippines and Kolkata, India

in cooperation with:



Indo-German Chamber of Commerce
Deutsch-Indische Handelskammer
Mumbai · Delhi · Kolkata · Chennai
Bengaluru · Pune · Düsseldorf



German-ASEAN
Business Council



German Chamber of Commerce
and Industry in Japan
在日ドイツ商工会議所



Deutsch-Philippinische
Industrie- und Handelskammer
German-Philippine Chamber
of Commerce and Industry

BUSINESS OPPORTUNITIES OF ADB PROJECTS

In the summer of 2017 ADB's report 'Meeting Asia's Infrastructure Needs' revealed an investment need of annually US \$ 750 billion for infrastructure development in Asia. Being the leading multilateral financing institution for projects in Asia-Pacific, the ADB financed US \$ 31 billion in its 48 Asian-Pacific member countries in 2016. It finances, primarily, projects in the energy, transport, finance, administration, water and urban infrastructure sectors. India, Pakistan, Indonesia and China are currently the largest borrowers. Contractors include German companies, - however the share of German SMEs in particular, - could be higher.

Check out the Potential of South Asia!

The focus of the trip is on South Asia, a region with infrastructure investment needs of US \$ 5,477 billion predicted for the period of 2016 to 2030. South Asia's are ranked second after East Asia's and are expected to account for a quarter of Asia's total infrastructure investment needs.

In **Manila, the first stage of the mission**, you will be briefed on the economic-political situation in the Philippines and have the opportunity to meet Japanese companies leading mega projects.

At the two-day 'Business Opportunities Fair', the network platform for suppliers of goods, construction- and other services for ADB projects, you can gain first-hand information on ADB procurement plans and contracting of ADB-financed projects. In the course of the mission it is possible to arrange bilateral meetings with ADB sector experts and ADB staff in order to develop important personal contacts.

During the **second part of the mission in Kolkata**, India you will gain insights into the economic-political situation of South Asia, meet with the India Resident Mission (IRM) of the ADB, visit an ADB project and the project-executing government office.

PROGRAMM

First Stage of the Mission in Manila

Tuesday March 13th, 2018

Individual arrival of the delegates in Manila

- Meeting with Japanese companies to identify potential consortium partners (tbc)
Venue: tbd
- Briefings on the economic-political environment in the Philippines, German Ambassador to the Philippines Dr. Gordon Kricke and Executive Director of the German-Philippine Chamber of Commerce and Industry (GPCCI) Peter Kompalla
- Venue: Residence of the German Ambassador

Wednesday March 14th, 2018

- Visit of the „Business Opportunities Fair“
<https://www.adb.org/sites/default/files/related/98931/bof-2018-tentative-program-2017Nov15.pdf>
- Networking Cocktails, Executive Dining Room
Venue: ADB

Thursday March 15th, 2018

- Visit of the „Business Opportunities Fair“
- Meeting with Helmut Fischer, Executive Director of ADB and Walter Poick Director Procurement of ADB
- Venue: ADB

Joint onward passage to Kolkata or return journey

Second Stage of the Mission in Kolkata (Optional)

Friday March 16th, 2018

- Briefing on the economic-political situation in India, Thomas Hundt, Germany Trade & Invest (GTAI)
- Briefing on the economic-political situation in West Bengal, Assam and Odisha, Regional Director of the Indo-German Chamber of Commerce (IGGC) Kolkata Sabina Pandey
- Venue: IGGC Kolkata

- Visit of Kolkata Municipal Corporation (KMC)
- Briefings on economy policy framework in India and Bangladesh, German Consul General, Dr. Michael Feiner, German Ambassador in Bangladesh, Dr. Thomas Prinz and field report on India and Bangladesh of Harbauer India (P) Ltd, Project Manager Tanvir Ahmed over dinner
- Venue: Residence of the German Consul General

Saturday, March 17th, 2018

- Meeting with the Deputy Country Manager of IRM of the ADB Sabyasachi Mitra
- Visit of the ADB Project Kolkata Environmental Improvement Program in Joka, Kolkata

Individual return journey

Concurrently with the itinerary you can book the arrangement of one- to –one meetings with local business according to your specifications from GPCCI and IGCC.

CONDITIONS OF PARTICIPATION

Participation fee for the mission is:

- 750,- Euro (gross) for OAV / IGCC/ GPCCI members
- 1.500,- Euro (gross) for non-members

Travel, accommodation and food expenses as well as the arrival and departure to Manila or from Kolkata are borne by the participants themselves.

Please note:

This draft programme does not necessarily coincide with the final itinerary. OAV and the EZ-Scout programme reserve the right to make changes in the draft programme. The number of participants is limited. Therefore, a complete registration does not guarantee admission to the mission. The organizer reserves the right to select the participants according to the purpose of the trip.