A Brief Overview of

Multilateral Development Banks (MDBs)
The first international financial institutions were created in Bretton Woods, New Hampshire in 1944 for the reconstruction of countries damaged by World War II.

The first institution to be created out of Bretton Woods conference was the International Bank for Reconstruction and Development (World Bank) in 1944.

As countries recovered from the war, the World Bank expanded its reach and began assisting developing countries around the world.
The Creation of New MDBs

With the need for regional development financing, the following regional banks were introduced:

- **Inter-American Development Bank (IADB), 1959**
- **African Development Bank (AfDB), 1964**
- **Asian Development Bank (ADB), 1966**
- **European Bank for Reconstruction and Development (EBRD), 1991** (was formed to transition countries after the collapse of the former Soviet Union)
MORE MDBs

International Fund for Agricultural Development (IFAD)
European Investment Bank (EIB)
Islamic Development Bank (IsDB)
Development Bank of Latin America (CAF)
Asian Infrastructure Investment Bank (AIIB)
New Development Bank (NDB, formerly BRICs Banks)
Multilateral development banks (MDBs) provide financial assistance to developing countries in order to promote economic and social development.

MDBs primarily fund large infrastructure and other development projects and provide low-cost loans tied to policy reforms by the government.
PROJECT FINANCING

Project loans include large infrastructure projects, such as highways, power plants, port facilities, and dams. Other project areas include climate change and disaster risk management, education, health, gender, and governance.
Most of the MDBs have two major resources: a market-based and non-concessional window.
## MDB TOP DONORS

World Bank

<table>
<thead>
<tr>
<th>IBRD</th>
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<th>IFC</th>
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Canada 2.78
**MDB TOP DONORS**

Regional Banks

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<th>Regional Development Banks, 2014</th>
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<th>AsDB</th>
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<th>EBRD</th>
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<tr>
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<td>European Union Investment Bank</td>
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<td>Spain</td>
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**Source:** MDB Annual Reports.
CHANGING LANDSCAPE

New Development Institutions

- **Asian Infrastructure Investment Bank** (AIIB), a new MDB with 57 member countries including Canada as its news member. The Bank is based in Beijing, China.

- **New Development Bank** (NDB), formerly called the BRICS Bank, a new MDB with Brazil, Russia, India, China, and South Africa as member countries. The Bank is based in Shanghai, China.
WORKING WITH MDBs

• MDBs help amplify Canadian assistance by pulling together other countries’ resources and by their own borrowing on capital markets.

• MDBs can operate at a scale and across a range of sectors that Canada alone cannot.

• MDBs can pursue Canadian objectives more effectively as an “honest broker” in challenging countries and environments.

• MDBs adhere to strict environmental and social safeguards that help protect people and investments.
CANADA’S ROLE

Canada has contributed $7.70 billion in capital subscription as of 31 December 2015. It has contributed and committed $1.76 billion to Special Funds since joining in 1966.

Companies and consultants from Canada have been awarded $859.07 million in procurement contracts on ADB-financed projects since 1967.
CANADA’S ROLE

Leadership
Stéphane Dion is the Governor for Canada in ADB.

David Murchison (Canada) is the Director and Jan Willem van den Wall Bake (Netherlands) is the Alternate Director representing Canada on the ADB Board of Directors.

Constituency Represented
The constituency that Director Murchison and Alternate Director van den Wall Bake represent on the ADB Board of Directors also includes Denmark, Finland, Ireland, the Netherlands, Norway, and Sweden.

ADB Staff Members
As of 31 December 2015, there were 46 international staff from Canada in ADB (29 men and 17 women), which represents 4.17% of the total international staff, including 7 senior staff members.
ADB PRIORITIES: STRATEGY 2020

ADB’s Long-Term Strategic Framework 2008-2020

Three Agendas

- Inclusive Growth
- Environmentally Sustainable Growth
- Regional Integration
ADB’s Long-Term Strategic Framework 2008-2020

Five Core Operational Areas

- Infrastructure
- Financial sector development
- Education
- Environment including climate change
- Regional cooperation and integration
ASSISTANCE BY SECTOR

- **Energy**: $9.97 billion
- **Transport**: $4.22 billion
- **Public Sector Management**: $1.73 billion
- **Water and Other Urban Infrastructure and Services**: $2.54 billion
- **Agriculture, Natural Resources and Rural Development**: $1.09 billion
- **Education**: $1.58 billion
- **Information and Communication Technology**: $0.54 billion
- **Industry and Trade**: $0.03 billion
- **Health**: $0.38 billion
- **Finance**: $5.08 billion

**TOTAL ASSISTANCE**: $27.17 billion
ASSISTANCE BY REGION

- Central and West Asia: $5.21 billion
- South Asia: $6.75 billion
- Southeast Asia: $7.18 billion
- East Asia: $3.00 billion
- Pacific: $0.20 billion

Regional: $0.58 billion

Total Assistance: $22.93 billion
BUSINESS OPPORTUNITIES

Uncontracted Loan Funds by Country
(as of 31 Dec 2013) US$ million – Total = $26,015M
BUSINESS OPPORTUNITIES

7-Step Plan to Win ADB-Financed Consulting Contracts

1. Collect relevant business intelligence
   • Study Country Partnership Strategy (CPS) and Country Operations Business Plans (COBP)
   • Obtain information from procurement plans (and project documents)
   • Check ADB website for opportunities in the Consulting Services Recruitment Notices (CSRN) section

2. Build your brand name by visiting ADB

3. Express interest

4. Visit the country of the assignment and project site

5. Offer partnership to firms likely to be shortlisted

6. Prepare a responsive and strong technical proposal

7. Do good work
BUSINESS OPPORTUNITIES

Goods, Works, and Related Services

ADB extends loans and provides technical assistance to its developing member countries for a broad range of development projects and programs involving the procurement of goods, works, and services.

Find the latest procurement notices at:
www.adb.org/site/business-opportunities/operational-procurement/goods-services/notices-current
BUSINESS OPPORTUNITIES

Business Opportunities Fair and ADB’s Project Pipeline

8th Annual ADB Business Opportunities Fair
– March 2017

www.adb.org/news/events/calendar
(details to be posted soon)

More Information on ADB’s Business Opportunities

www.adb.org/site/business-opportunities/main
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www.adb.org/naro