

## SEMINAR SERIES INTERNATIONAL DEVELOPMENT OPPORTUNITIES

### Learn about multilateral and international development opportunities

#### ABOUT THIS EVENT

Austrade invites you to a seminar briefing tailored to inform Australian businesses, and education and research institutions on opportunities to work with key multilateral finance and international development agencies.

This Australia-wide program will comprise of five components:

1. Asian Development Bank (ADB) Procurement 101 **webinar**
2. **Face-to-face seminar series** with targeted presentations on the sectoral and geographical priorities and contractual opportunities by the ADB, World Bank (WB) and Department of Foreign Affairs and Trade (DFAT)
3. **Practical advice**, tips, lessons learned and case studies on international development projects
4. **Focused** sessions on liveable cities and Pacific region opportunities
5. **One-on-one meetings** with ADB, WB and DFAT representatives.

#### WHY YOU SHOULD ATTEND

- Understand how to engage with key multilateral finance and international development agencies such as the ADB, WB and DFAT.
- Hear about their key market and sector priorities as well as ongoing and upcoming business opportunities.
- Learn how the banks are seeking closer engagement with the private sector, education and research institutions to access the latest expertise and solutions.
- Gain insights into what constitutes a successful bid and proposal.
- Learn about assistance from Austrade and your State Government.

#### Important information

##### Webinar

Tuesday 17 September 2019

[ADB Procurement webinar](#)

##### Seminar series locations:

30 September – 4 October 2019

- [Melbourne](#) - Monday 30 September
- [Brisbane](#) - Tuesday 1 October
- [Sydney](#) - Thursday 3 October
- [Adelaide](#) - Friday 4 October

**Cost:** No charge

#### Who should attend?

Australian businesses and institutions with capabilities in:

- agriculture and food security
- disruptive technologies
- education and training
- energy
- environment, climate change and disaster risk management
- finance
- health
- infrastructure, urban development and future cities
- public sector management
- transport and roads
- water.

Apply now at [www.austrade.gov.au/IDOS2019](http://www.austrade.gov.au/IDOS2019)

# SEMINAR SERIES

## INTERNATIONAL DEVELOPMENT OPPORTUNITIES

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### PRESENTING ORGANISATIONS

#### Asian Development Bank

Established in 1966 and headquartered in Manila, Philippines, the ADB aims to help developing member countries in the Asia Pacific region reduce poverty and drive inclusive and environmentally sustainable economic growth and regional integration. In 2018, the lending volume was A\$28.48 billion (126 projects), with technical assistance at A\$345.53 million (280 projects) and grant-financed projects at A\$2.03 billion (44 projects). From 1 January 2014 to 31 December 2018, ADB's annual lending volume averaged A\$22.91 billion.

The ADB's long term strategic framework, known as [Strategy 2030](#), focuses on inclusive social development, environmental sustainability and regional cooperation for poverty reduction through 7 operational priorities. The strategy aims to add value through finance, knowledge and partnerships. The guiding principles will revolve into: using country-focused approach, promoting use of innovating technology and delivering integrated solutions.

Australia is a founding member of the ADB and Australian companies have consistently ranked in the top three suppliers of technical assistance. [www.adb.org](http://www.adb.org)

#### World Bank

With 189 member countries and offices in over 130 locations, the World Bank Group is a unique global partnership: five institutions working for sustainable solutions that reduce poverty and build shared prosperity in developing countries namely [International Bank For Reconstruction And Development \(IBRD\)](#), [International Development Association \(IDA\)](#), [International Finance Corporation \(IFC\)](#), [Multilateral Investment Guarantee Agency \(MIGA\)](#) and [International Centre for Settlement of Investment Disputes \(ICSID\)](#).

IBRD and IDA form the World Bank, which provides financing, policy advice, and technical assistance to governments of developing countries. IDA focuses on the world's poorest countries, while IBRD assists middle-income and creditworthy poorer countries. IFC, MIGA, and ICSID focus on strengthening the private sector in developing countries. Through these institutions the World Bank Group provides financing, technical assistance, political risk insurance, and settlement of disputes to private enterprises, including financial institutions.

There are two types of procurement: Investment Project Financing (IPF) operations (around A\$20.06 to A\$28.65 billion annually) and Corporate Procurement (spend A\$2.87 billion a year). Its finance products and services cover 12,000 projects in areas such as agriculture, education, energy, environment and natural resources, finance, competitiveness and innovation, governance, health, nutrition and population, jobs and development, macroeconomics, trade and investment, poverty, social protection, social, urban, rural and resilience, transport, digital development and water.

From 2015 to June 2019, Australian suppliers have been awarded A\$217 million worth of contracts and 50 per cent are projects in the Pacific region. [www.worldbank.org](http://www.worldbank.org)

#### Department of Foreign Affairs and Trade

DFAT runs the Australian Government's aid program, with the vision of promoting prosperity, reducing poverty and enhancing regional stability. In 2019-20 DFAT will provide an estimated \$4 billion in total Official Development Assistance (ODA). Australia is approximately the 12th highest donor amongst the Organisation for Economic Cooperation and Development (OECD).

DFAT has committed to step-up engagement in the Pacific with its highest-ever contribution to Pacific development in 2019-20 with an estimated \$1.4 billion in ODA. This represents over a third of DFAT's total aid budget and reaffirms Australia's position as the largest aid donor to the Pacific. Other engagements are in Southeast and East Asia (\$1 billion), South and West Asia (\$266.2 million), Middle East and Africa (\$199.8 million), Climate Change (\$200 million), Gender Equality Fund (\$55 million) and Humanitarian Assistance (\$450 million).

The priority areas are infrastructure, trade facilitation and international competitiveness, agriculture fisheries and water, effective governance, education and health, resilience and gender equality. [www.dfat.gov.au](http://www.dfat.gov.au)

# SEMINAR SERIES

## INTERNATIONAL DEVELOPMENT OPPORTUNITIES

### SESSIONS

#### WEBINAR

**Tuesday 17 September 2019**

11.00am – 12 noon (AEST)

**ADB Procurement**

#### SEMINAR SERIES

**MELBOURNE: Monday 30 September 2019**

9.00am – 2.00pm

**International Development Opportunities seminar**

**Location:** Gippsland Room  
Investment Centre  
Level 46, 55 Collins Street, Melbourne

2.00pm – 4.00pm

**Optional**

One-on-one meetings (for seminar participants)

**BRISBANE: Tuesday 1 October 2019**

9.00am – 2.00pm

**International Development Opportunities seminar**

**Location:** Ashurst  
Level 38, Riverside Centre  
123 Eagle Street, Brisbane

2.00pm – 4.00pm

**Optional**

One-on-one meetings (for seminar participants)

**SYDNEY: Thursday 3 October 2019**

9.00am – 2.00pm

**International Development Opportunities seminar**

**Location:** Auditorium  
Sydney Startup Hub  
Level 1, 11 York Street, Sydney

2.00pm – 4.00pm

**Optional**

One-on-one meetings (for seminar participants)

**ADELAIDE: Friday 4 October 2019**

9.00am – 2.00pm

**International Development Opportunities seminar**

**Location:** Think Tank Room  
Ibis Hotel  
122 Grenfell Street, Adelaide

2.00pm – 4.00pm

**Optional**

One-on-one meetings (for seminar participants)

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## LIMITED PLACES - REGISTER NOW

Don't miss your chance to get the latest information.

Register online at [www.austrade.gov.au/IDOS2019](http://www.austrade.gov.au/IDOS2019)

## IMPORTANT INFORMATION

Please note that Austrade will only work with clients that maintain appropriate business ethics, and demonstrate a commitment to legal obligations including anti-bribery laws, both in Australia and overseas markets. Review further information on anti-bribery at <http://www.austrade.gov.au/Australian/Export/Guide-to-exporting/Legal-issues/Bribery-of-foreign-public-officials>.

## KEY CONTACTS

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