

MISSION

2020 AUSTRALIAN INTERNATIONAL DEVELOPMENT OPPORTUNITIES MISSION TO THE ASIAN DEVELOPMENT BANK

Participate in the *2020 Australian International Development Opportunities Mission* to the Asian Development Bank (ADB) and Austrade program in the Philippines.

ABOUT THIS EVENT

Join an exclusive Australian delegation to Manila from 30 March - 1 April 2020 for the annual **2020 Australian International Development Opportunities Mission at the ADB's Headquarters** and a program of targeted briefings, one-on-one meetings and networking events with other multilateral and bilateral Official Development Assistance organisations, Philippine government agencies and potential private sector partners.

This mission provides you with the opportunity to:

- Gain first-hand information and insights about opportunities funded by the Asian Development Bank, which has an increasing focus on quality (vs solely cost-based procurement); private sector partnership, knowledge transfer and technology adoption
- Meet with ADB officers relevant to your sectors and geographies of interest to discuss your capabilities and specific questions, and start to develop your network within the ADB
- Participate in one or more country/sector-specific roundtables with ADB specialists for more in-depth understanding and insights (tbc)
- Obtain insights and information about international development business opportunities funded by other multilateral, bilateral and non-government organisations including the World Bank, IFC, UN and DFAT
- Network and discuss partnering opportunities with Philippine-based consultants, contractors and businesses and Australian organisations with deep experience working globally in international development and aid projects
- Learn about the Philippines Government's priorities and opportunities in sectors of relevance to mission delegates.

Important information

- Date:**
30 March - 1 April 2020
- Location:**
Manila, Philippines
- Apply by:**
27 February 2020

Who should attend?

Australian businesses and Education Institutions with expertise in:

Liveable Cities:

- urban development
- water and municipal infrastructure
- engineering consultancy
- energy
- transport
- education and training
- health
- agriculture and natural resources
- environment and climate change
- disaster risk.

Innovation:

- disruptive technologies
- blockchain
- digital twins.

Apply now at www.austrade.gov.au/2020AIDOM

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International aid-funded projects continue to present **significant opportunities** for Australian organisations thanks to our geographic proximity, proven track record, knowledge and understanding of regional needs, and expertise in relevant sectors. These projects not only provide an **alternate channel to developing markets** with the preferred governance and transparency but they can also act as a **multiplier effect** opening avenues to secure other development projects funded by the UN, bilateral aid agencies and non-government organisations (NGOs). Opportunities exist across the project lifecycle.

The ADB committed USD21.6 billion in loans and grants to developing countries in 2018, including increased concessional finance to the Pacific. Under Strategy 2030, the ADB has identified 7 operational priorities, including climate change and disaster risk management, liveable cities, food security, governance and capacity building and connectivity.

With this increased focus on the Pacific, liveable cities, knowledge and innovation, there is a unique window for Australian firms to provide expertise into ADB and multilateral co-funded projects across the 67 developing member countries.

Australian consultants have been lead contractors for Project Loans and Technical Assistance to the ADB, working on projects amounting to AU\$1.67 billion since 1966. Australia co-financed ADB projects amounting to A\$75.4 million in 2017-18 and provided a A\$20 million trust fund to support the development of ASEAN Smart cities.

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DRAFT PROGRAM

The following draft program has been designed to maximise your visit (subject to changes).

Date	Details
Tuesday 10 March 2020 <i>(final date and timing to be confirmed)</i>	Australia <ul style="list-style-type: none">• Video Conference (via Austrade offices in Australia)• Preparatory meeting with ADB Constituency Office of Australia
Sunday 29 March 2020	Travel to Manila
Monday 30 March 2020	<ul style="list-style-type: none">• ADB program for Australian Delegation - Briefings and Roundtables:<ul style="list-style-type: none">○ Liveable Cities○ Innovation○ ADB Knowledge & Partnerships○ ADB ASEAN Country Partnership strategies○ ADB Ventures○ Procurement• Networking reception hosted by the Australian Ambassador to the Philippines and the Executive Director of the ADB Constituency Office of Australia• Optional One-on-one appointments with ADB HQ, Philippine government officials, Philippine private sector, etc.
Tuesday 31 March 2020	<ul style="list-style-type: none">• Austrade Session Briefings<ul style="list-style-type: none">○ Briefings on consultancy opportunities by key multilateral banks and aid agencies (World Bank, Australian Aid (DFAT), UN, USAID etc.)○ Panel Discussion: Shared experience and tips by Australian and Philippine Companies who are presently working with development and aid agencies○ Insights into the future opportunities in international development and aid
Wednesday 1 April 2020	<ul style="list-style-type: none">• Optional One-on-one appointments with ADB HQ, Philippine government officials, Philippine private sector, etc. <p>End of mission</p>

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COST OF PARTICIPATION

Options	Package inclusions	Total cost
Option 1 ADB-Austrade Program	This package includes the following services and inclusions: <ul style="list-style-type: none">• marketing costs• networking receptions (venue hire, catering)• briefings (catering)• ground transport for shared activities• administrative costs• scoping and promotional activities• mission coordination• ground assistance during mission:<ul style="list-style-type: none">○ hotel bookings○ logistical support○ secretariat support. N.B. Cost for additional company representative: A\$200 only	A\$750
Option 2 ADB-Austrade Program and Manila one-on-one meetings	This package includes the following services and inclusions: <ul style="list-style-type: none">• Option 1• arranging 3-4 one-on-one appointments with nominated ADB officers, other ODA agencies, private sector companies or potential partners.	A\$1,575 Cost is per company/firm

Choose one:

Option 1: Program **A\$750** (additional company representative is A\$200)

Option 2: Program and Arrangement of meetings **A\$1,575**

PAYMENT:

Full payment is required with payment terms as per the invoice provided upon receipt of the acceptance letter.

Please refer to the event [Terms & Conditions](#) for further detail.

The direct cost and Austrade service fee form part of the total package and you cannot purchase one without the other.

You may also be eligible to claim some of your marketing and promotion costs associated with this mission through the Export Market Development Grant scheme. For more information visit www.austrade.gov.au or call 13 28 78.

APPLY ONLINE

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In order to provide the highest level of service to delegates, places are strictly limited. Apply online at www.austrade.gov.au/2020AIDOM to have our country and industry specialists review your application. If your application is successful we will send you an acceptance letter with our standard terms and conditions and an invoice for payment. An Event Participation Kit with all the information you need to prepare for the mission will then be sent to you.

IMPORTANT INFORMATION

If you are considering this mission, Austrade recommends that you consult 'Smartraveller', the Australian Government's travel advisory service, which is available at www.smartraveller.gov.au. Travel advice is updated regularly on this site.

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

To discuss your participation options further, please contact:

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