

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 three components:

1. **Procurement seminars** focused on providing information on the procedures and opportunities related to work with the Asian Development Bank (ADB), World Bank (WB) and Department of Foreign Affairs and Trade (DFAT); and a private sector project finance panel discussion with the International Finance Corporation (IFC) and the European Bank for Reconstruction and Development (EBRD)
2. **ADB advanced session** - round table discussion for companies already doing business with the bank
3. **One-on-one meetings** with ADB, WB, DFAT, EBRD and IFC representatives.

WHY YOU SHOULD ATTEND

- Understand how to engage with key multilateral finance and international development agencies such as the ADB, WB, DFAT, IFC and EBRD
- 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

Date:

22-26 October 2018

Locations:

[Sydney](#) – 22 October

[Adelaide](#) – 23 October

[Melbourne](#) – 24 October

[Brisbane](#) – 26 October

Cost: No charge

Who should attend?

Australian businesses with capabilities in:

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

SEMINAR SERIES

INTERNATIONAL DEVELOPMENT OPPORTUNITIES

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. As of 31 December 2017, the cumulative amount allocated for loans, technical assistance and grants was A\$369.03 billion. ADB's annual lending volume averages A\$20.05 billion. The ADB primarily focuses its operations on infrastructure, environment, finance, education, as well as – on a more limited scale - health, agriculture and natural resources. Australia is a founding member and in 2017 Australian organisations ranked 1st in securing ADB technical assistance contracts. www.adb.org

World Bank

With 189 member countries, procurement in Investment Project Financing (IPF) operations averages at A\$19 to \$27 billion annually while Corporate Procurement at A\$2.75 billion. Its finance products and services cover 12,000 projects in areas such as education, health, public administration, infrastructure, financial and private sector, development agriculture and environmental and natural resource management. From 2010 to 2017, Australian suppliers have been awarded A\$460 million worth of contracts for consulting services and A\$195 million for goods and works. 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. Over 90 per cent of the 2017-18 A\$3.9 billion budget is allocated to the Indo-Pacific region. 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

International Finance Corporation

IFC - a sister organisation of the World Bank and member of the World Bank Group—is the largest global development institution focused on the private sector in emerging markets. We work with more than 2,000 businesses worldwide, using our capital, expertise, and influence to create markets and opportunities in the toughest areas of the world. In fiscal year 2018, we delivered more than \$23 billion in long-term financing for developing countries, leveraging the power of the private sector to end extreme poverty and boost shared prosperity. For more information visit www.ifc.org.

European Bank for Reconstruction and Development

The EBRD is investing in changing people's lives from central Europe to Central Asia, the Western Balkans and the north African and Middle East regions. Since 1991, we have invested over €125 billion in more than 5,100 projects. With an emphasis on working with the private sector, we invest in projects, engage in policy dialogue and provide technical advice which fosters innovation and builds modern economies that are competitive, well-governed, green, inclusive, resilient and integrated. The Bank is owned by 67 countries as well as the EU and the EIB. For more information visit www.ebrd.com

SEMINAR SERIES

INTERNATIONAL DEVELOPMENT OPPORTUNITIES

SESSIONS

Sydney - Monday 22 October

9.30am – 2.15pm	International Development Opportunities seminar Location: Parliament House 6 Macquarie Street, Sydney
2.15pm – 2.45pm	Optional Advanced session – Asian Development Bank Round table discussion for companies already doing business with the bank
2.15pm – 3.30pm	Optional One-on-one meetings (for seminar participants)

Adelaide - Tuesday 23 October

8.30am – 1.30pm	International Development Opportunities seminar Location: PwC Level 11, 70 Franklin Street, Adelaide
1.30pm – 3.30pm	Optional One-on-one meetings (for seminar participants)

Melbourne - Wednesday 24 October

8.30am – 1.30pm	International Development Opportunities seminar Location: Investment Centre Victoria Gippsland Room, Level 46 55 Collins Street, Melbourne
1.30pm – 2.30pm	Optional Advanced session – Asian Development Bank Round table discussion for companies already doing business with the bank
1.30pm – 3.30pm	Optional One-on-one meetings (for seminar participants)

Brisbane - Friday 26 October

8.30am – 1.30pm	International Development Opportunities seminar Location: Queensland Government Multi-function Room 2, Level 41 1 William Street, Brisbane
1.30pm – 2.30pm	Optional Advanced session – Asian Development Bank Round table discussion for companies already doing business with the bank
1.30pm – 3.30pm	Optional One-on-one meetings (for seminar participants)

SEMINAR SERIES

INTERNATIONAL DEVELOPMENT OPPORTUNITIES

LIMITED PLACES - REGISTER NOW

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

Register online for one of the following seminars:

- **Sydney** – www.austrade.gov.au/idosnsw
- **Adelaide** – www.austrade.gov.au/idossa
- **Melbourne** – www.austrade.gov.au/idosvic
- **Brisbane** – www.austrade.gov.au/idosqld

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

Philippines

Sheila Trance
Business Development Manager
Austrade Manila
T +63 2 902 5523
E sheila.trance@austrade.gov.au

Australia

Peter Ironmonger
Senior Adviser, Major Infrastructure and Urban Development
Austrade Sydney
T +61 2 9392 2784
E peter.ironmonger@austrade.gov.au

IN PARTNERSHIP WITH

