



THE ASSOCIATION OF DEVELOPMENT FINANCING INSTITUTIONS  
IN ASIA & THE PACIFIC (ADFIAP)

## **CAPABILITY STATEMENT**

ADFIAP (<http://www.adfiap.org>), founded in 1976, is the largest and most prestigious aggrupation of development banks and other financial institutions engaged in the financing of development in the Asia-Pacific region. It counts among its 103 members in 41 countries, the Asian Development Bank (ADB). It is a founding member of the World Federation of Development Financing Institutions (WFDFI) comprising of similar associations in Africa, Europe, Latin America and the Middle East, and a non-governmental organization in consultative status with the United Nations Economic and Social Council. The permanent Secretariat of ADFIAP is based in Manila, Philippines.

Human resource development, specifically training, is one the strengths of the Association. ADFIAP, through its *Asia-Pacific Institute of Development Finance*, has organized over a hundred conferences, symposia, and seminars not only in the Asia-Pacific region but in Europe and North America as well, notably Germany, the U.S. and Canada. These events were mostly in collaboration with international organizations, among others, the World Bank Institute, the German Foundation for International Development (now InWEnt), the United Nations Development Programme, the United Nations Industrial Development Organization, the USAID, the Australian International Development Assistance Bureau (now AusAid), the International Trade Centre UNCTAD/WTO (ITC), the Center for International Private Enterprise (CIPE), the ADB, etc.

Another strength of ADFIAP is in research and publication. The Association regularly publishes the *Journal of Development Finance*, resource books and manuals, a compilation of technical papers and studies on related subjects in the field of development finance, the ADFIAP Newsletter, and many others. Research studies and surveys of over 50 subjects have been published so far. ADFIAP has also produced volumes of case studies and training packages on project appraisal, supervision, and rehabilitation, joint ventures, trade finance, environmental due diligence, corporate governance, socially-responsible investment, entrepreneurship, etc.

Using its expansive network and pool of experts and resource persons, ADFIAP has also conducted capacity-building programs for members and same-purposed institutions on project management, SME finance, greenbanking, microfinance and governance. It also provides consulting and advisory services on development banking using the knowledge and experiences of member-development banks in the Asia-Pacific Region.

## ADFIAP TRAINING PERFORMANCE AND ACCOMPLISHMENTS

Presently, ADFIAP has trained more than a thousand officers and staff of its members-institutions various programs, as follows:

### EXECUTIVE DEVELOPMENT PROGRAM (EDP)

The EDP is ADFIAP's certificate course, designed and conducted initially with the assistance of the Economic Development Institute of the World Bank (EDI/WB) and the United Nations Development Programme (UNDP). It is conducted yearly in Malaysia, India, Manila and eventually in Pakistan.

### EDI (WB)-UNDP TECHNICAL ASSISTANCE PROJECT

The objective of this project was to establish national courses on development financing in selected countries of the region; and to improve the training capabilities of 15 member-DFIs. The following activities were undertaken:

- *Case Development Workshop* (December 1985, Manila): Developed case studies and training materials.
- *Faculty Development* for the following national development finance courses:
  - ⇒ Indonesian National Course (January and September 1986, Jakarta)
  - ⇒ Pakistan National Course (March and October 1988, Karachi)
  - ⇒ Malaysian National Course (June 1986 and January 1987, Kuala Lumpur)
  - ⇒ Pacific National Course (August 1986, Suva and October 1987, Port Vila)
- Provided training advisory services to 15 DFI member-institutions in Korea, Bangladesh, Pakistan, Turkey, Sri Lanka, Thailand, Egypt and the Pacific Islands.

### WORLD BANK-IDA PROGRAM for NIDC (NEPAL)

- Developed a *Project Appraisal and Supervision Course* for the Nepal Industrial Development Corporation (NIDC), Kathmandu, Nepal

### COURSE OF PROMOTION & FINANCING OF SMALL-SCALE ENTERPRISES SPONSORED BY THE GERMAN FOUNDATION FOR INTERNATIONAL DEVELOPMENT & UNIDO

- *Curriculum Design Workshop for a Training Program on Small-Scale Enterprise Financing*, September 1978, Manila
- *Prototype Course on Financing of Small Industries* September 1979, Berlin
- *Courses on the Promotion and Financing of Small-Scale Enterprises*, conducted annually from 1980 to 1982 in Manila. Co-sponsored with the Development Bank of the Philippines (DBP)

## COURSE ON PROJECT IMPLEMENTATION AID SUPERVISION WITH SUPPORT FOR THE GERMAN FOUNDATION FOR INTERNATIONAL DEVELOPMENT

- *Curriculum Design Workshop on Project Supervision*, July 1983, Berlin
- Prototype Course on Project Implementation and Supervision: for Southeast Asian DFIs, July-August 1985, Berlin
- Prototype Course on Project Implementation and Supervision: for South Asian DF's, March-April 1986, Berlin
- Pilot Course a Managing Problem Projects, July 1986, Kuala Lumpur. Conducted in cooperation with the Association of DFIs of Malaysia (ADFIM)
- Case Development Workshop for Project Supervision Courses July-August 1987, Berlin

## CONDUCTED THE FOLLOWING SEMINARS TO IMPROVE THE TRAINING MANAGERS AND TRAINERS OF ADFIAP MEMBER INSTITUTIONS IN COLLABORATION WITH THE ECONOMIC DEVELOPMENT INSTITUTE OF THE WORLD BANK

- *Seminar for Lecturers in Development Banking*, January 1981, Washington, D.C.
- *DFI Training Managers Program*, November 1981, Washington, D.C.
- *Seminar for DFI Management Trainers*, June 1984, Washington, D.C.
- *DFI Personnel Managers Training Program*, February 1983, Washington, D.C.
- Ten (10) *Annual Seminars for Trainers in Development Banking* (1985 to 1994)
- *Regional Symposium on Financial Control, Accounting and Auditing Practices of DFIs*, April 1987, Manila. Conducted with ADB
- Seminar-Workshop on Information Development in DFIs, March-April 1989, Manila: Conducted with EDI/World Bank (EDI/WB)
- *From LDC to NIC: The Role of Private Capital and Entrepreneurs*, May 1989, Taipei. Conducted with China Development Corporation (CDC)
- *Seminar on the Application of the COMFAR (Computer Model for Feasibility Analysis and Reporting) Software for Investment Project Preparation and Evaluation*, September to October 1989, Manila. Conducted with UNDP/UNIDO
- *Senior Policy Seminar for Chief Executives of Development Banks*, October 1991, Bangkok, Thailand (EDI/WDFDI)
- *Symposium on Opportunities for DFIs in Export Development and Financing of Small and Medium Enterprises*, April 1992, Jakarta, Indonesia
- *Seminar-Workshop on Public Relations Management for DFIs*, March 9-13, 1992, Bangkok, Thailand; June 22-26, 1993 Bangi, Selangor, Darul Ehsan, Malaysia; Oct. 31 - Nov. 4, 1994, Jakarta, Indonesia
- *Symposium on Strategic Human Resources Management for DFIs*, September 1991, Manila

## ITC-UNCTAD/WTO (ITC) SPONSORED REGIONAL, SUBREGIONAL AND NATIONAL WORKSHOPS ON EXPORT FINANCE AND SUPPORT SERVICES (1990-1993)

A four-year technical assistance program to develop and improve the export financing capability of DFIs, in collaboration with the government of Switzerland and UNDP. The training events under this project were as follows:

- Workshop on the Financial Rehabilitation of Non-Performing Export-Oriented Projects
  - Manila, September 10-21, 1990
  - Bombay, September 16-27, 1991
  - Jakarta, November 18-29, 1991
  - Colombo, August 19-27, 1992
  - Kuala Lumpur, September 6-11, 1993
  
- Workshop on the Promotion and Financing Export-Oriented Joint Ventures
  - Seoul, November 5-10, 1990
  - Bangkok, July 29-August 2, 1991
  - Kuala Lumpur, June 1-4, 1992
  - Sydney, October 26-29, 1992
  - Manila, March 1-4, 1993
  
- Workshop on Identification, Development and Financing of Export-Oriented Projects
  - Fiji, November 26-December 7, 1990
  - Sabah, June 3-14, 1991
  - Jakarta, September 29-October 3, 1992
  - Karachi, November 21-26, 1992
  - Colombo, April 21-27, 1993
  
- Workshop on Strategic Issues in Training and International Trade,
  - Manila, June 15-19, 1992
  - Manila, February 22-26, 1993
  
- Workshop on Rehabilitation Finance of Export-Oriented Enterprises, May-June 1987, Manila.
  
- Workshop for Senior Project Officers of DFIs on Financing Small and Medium Enterprises (SMEs), November 29-December 1, 1994, Manila.
  
- Regional Training the Trainers Workshop on Joint Venture Development, December 5-8, 1994, Kota Kinabalu, Sabah, Malaysia.

## PROGRAMS WITH JAPAN'S ASSOCIATION FOR OVERSEAS TECHNICAL SCHOLARSHIP

- *AOTS Top Management Seminar on Japanese Business (TOPS-8)*  
Yokohama, Japan, August 25-29, 1992
  
- *AOTS Executive Program on Corporate Management for Organization (EPCM)*  
Yokohama, Japan, Nov. 30 to Dec. 11, 1993

- *AOTS Top Management Seminar on Japanese Business for ADFIAP (ADTP)*  
Yokohama, Japan, January 8-13, 1996
- *AOTS Top Management Seminar for ADFIAP (ADTP)*  
Yokohama, Japan, January 29-Feb. 4, 1997
- *AOTS Top Management Seminar for ADFIAP (ADTP)*  
Yokohama, Japan, January 19-23, 1998
- *AOTS Middle Management Seminar for ADFIAP and ITC*  
Yokohama, Japan, November 2-6, 1998
- *AOTS Middle Management Seminar for ADFIAP and ITC*  
Tokyo, Japan, Feb. 28-March 10, 2000
- *SME Finance for Asia-Pacific*  
Tokyo, Japan, October 4-15, 2004

#### **PROGRAMS WITH GERMANY'S CAPACITY BUILDING INTERNATIONAL (INWENT)**

- *Regional Seminar-Workshop on Strategies for Financing Lasting Development in the Asia-Pacific Region*, Manila, Philippines, July 22-26, 2003
- *National Seminar-Workshop on Strategies for Financing Lasting Development in India*, Mumbai, India, December 10-12, 2003

#### **CORPORATE GOVERNANCE PROGRAMS WITH THE CENTER FOR INTERNATIONAL PRIVATE ENTERPRISE (CIPE), AN AFFILIATE OF THE U.S. CHAMBER OF COMMERCE & INDUSTRY**

More details on this project at <http://www.governance-asia.com>

#### **PHASE 1 *Developing Corporate Governance Codes and Policy Statements for DFIs***

- *Asia-Pacific Seminar Workshop on Good Corporate Governance*  
Feb. 10-14, 2003, Manila, Philippines
- *Seminar-Workshop on Corporate Governance for DFIs in Malaysia*  
Kuala Lumpur, Malaysia, April 1-2, 2003
- *Seminar on Good Corporate Governance for Pacific DFIs*  
Raratonga, Cook Islands, July 12, 2003
- *Seminar on Corporate Governance & SME Financing*  
Beijing, China, August 20, 2003
- *National Forum on Corporate Governance for Mongolia*  
Ulaanbaatar, Mongolia, September 15, 2003
- *Seminar-Workshop on Corporate Governance in India*  
Hyderabad, India, December 8-9, 2003

*PHASE 2 Developing a Corporate Governance Rating System (2004-2005)*

- Regional Workshop - Manila
- National Workshops - Fiji, Bangkok, Kuala Lumpur, Mumbai

*PHASE 3 Compliance Officership Programme (2005-2006)*

- Regional Workshop - Manila
- National Workshops - Palau, Mumbai, Siem Reap, Kuala Lumpur

*PHASE 4 Governance and Sustainable Development (2006-2007)*

- Regional Workshop - Manila
- National Workshops - Hanoi (2 programs), Kuala Lumpur & Mumbai

*PHASE 5 Risk Management & Corporate Governance (2007-2008)*

- Regional Workshop - Manila
- National Workshops - Port Moresby, Kuala Lumpur, Beijing

**PROGRAMS WITH THE U.S-ASIA ENVIRONMENTAL PARTNERSHIP (US-AEP), AN INITIATIVE OF THE USAID**

- *Competitive Advantage through Environmental Risk Management: Training the Trainers for Banking Institutions*  
Manila, Philippines, July 11-13, 2000
- *International Seminar-Workshop on Environmental Management and Due Diligence*  
Manila, Philippines, December 3-7, 2001
- *Seminar-Workshop on Enhancing Environmental Governance in Financial Institutions in Asia and the Pacific*  
Bangkok, Thailand, July 28-August 1, 2003

**INTERNATIONAL SUMMIT ON DEVELOPMENT FINANCE**

1997 - Manila, Philippines

**ASIA-PACIFIC BANKERS CONGRESS WITH THE ASIAN BANKERS ASSOCIATION, THE LARGEST COMMERCIAL BANKERS GROUP IN ASIA & THE PACIFIC**

1998 - Manila, Philippines  
1999 - Manila, Philippines  
2000 - Kuala Lumpur, Malaysia  
2001 - Bangkok, Thailand

**PROGRAMS WITH THE EU-ASIA PRO ECO PROGRAMME ON "ENVIRONMENTAL GOVERNANCE STANDARDS FOR DFIs" (2005-2007)**

More details on this project at <http://www.egs-asia.com/>

PROGRAMME	DATE / VENUE
Environment Governance Standards for DFIs in Asia: Technical Experts Conference	November 10-11, 2005 Manila, Philippines
Partners Meeting EU	February 14-15, 2006 Wuppertal, Germany
1st Working Conference on Environmental Governance Standards for DFIs	March 20-22, 2006 Hanoi, Vietnam
2nd Working Conference on Environmental Governance Standards for DFIs	June 21-23, 2006 Mumbai, India
Seminar-Workshop on Environmental Governance Standards for DFIs in Sri Lanka	October 3-5, 2006 Colombo, Sri Lanka
Seminar-Workshop on Environmental Governance Standards for DFIs in Thailand	October 9-11, 2006 Bangkok, Thailand
Seminar-Workshop on Environmental Governance Standards for DFIs in Malaysia	Nov 30 - Dec 1, 2006 Kuala Lumpur, Malaysia
Seminar-Workshop on Environmental Governance Standards for DFIs in China	December 5-6, 2006 Beijing, China

**CREDENTIALING PROGRAMS UNDER THE INSTITUTE OF DEVELOPMENT FINANCE (IDF) (2006-present)**

- Core Development Banking Program (Level 1): Manila (two programs)
- Development Bank Management Program (Level 2): Manila (one program)

**PROGRAMS HELD FOR OTHER INSTITUTIONS (2006-2007)**

- For Central Bank of Malaysia
  - Orientation Course on Development Banking
  - Development Banking Fundamentals
- For National Development Bank of Palau
  - Core Credit Course for Commercial Banks

**SMALL & MEDIUM ENTERPRISE - FINANCE INITIATIVE**

- SME Forum, March 1-3, 2006, Bangkok, Thailand  
Host: SME Development Bank of Thailand
- Study Tour program in SME Financing for Asaka Bank & SIDBI, April 24-26, 2006, Manila, Philippines  
Host: ADFIAP

- Study Tour program in SME Finance, for Sabah Credit Corporation, Sept. 3-6, 2006, Manila, Philippines  
Host: ADFIAP
- Study Tour program in Microfinance for Micro Finance Development Fund, Sept. 18-22, 2006, Manila, Philippines.  
Host: ADFIAP
- Study Tour program in SME and Development Finance November 8-9, 2006, Tokyo, Japan  
Host: Development Bank of Japan LTD. & Japan Economic Research institute
- Study Tour program in SME Financing, December 13-15, 2006 Bangkok & Pattaya, Thailand  
Host: SME Development Bank of Thailand
- Study Tour program in Microfinance, March 26-30, 2007, Manila, Philippines  
Host: ADFIAP
- Study Tour program in SME Financing June 6-8, 2007 Kuala Lumpur and Malacca, Malaysia  
Host: SME Bank Malaysia
- Study Tour program in Micro & SME Financing November 19-21, 2007, Phnom Penh and Siam Reap, Cambodia  
Host: Rural Development Bank
- Study Tour program in Microfinance July 21-25, 2008, Manila, Philippines  
Host: ADFIAP
- Study Tour program in SME Financing and lending November 3-5, 2008, Manila, Philippines  
Host: ADFIAP
- Study Tour program in SME financing May 18-22, 2009, Bangkok and Pattaya, Thailand  
Host: SME Development Bank of Thailand

#### **ADFIAP ANNUAL CONFERENCES AROUND THE ASIA-PACIFIC REGION**

1978, 1<sup>st</sup> ADFIAP Annual Conference in Bangkok, Thailand  
*Theme: Rising Cost of Investment for Development in the Region*

1979, 2<sup>nd</sup> Annual Conference in Manila, Philippines  
*Theme: Challenges Confronting DFIs in Asia and the Pacific in the 1980s*

- 1980, 3<sup>rd</sup> Annual Conference in Manila, Philippines  
*Theme: Diversification of DFIs Operations and Services*
- 1981, 4<sup>th</sup> Annual Conference in Sydney, Australia  
*Theme: The Roles of DFIs in Technology Transfer & ADFIAP Strategy for Management and Professional Development*
- 1982, 5<sup>th</sup> Annual Conference in Manila, Philippines  
*Theme: The Role of funding Strategies of DFIs in a Changing Economic and Financial Environment*
- 1983, 6<sup>th</sup> Annual Conference in Bali, Indonesia  
*Theme: Critical Issues on Project Management and Supervision Under Recessionary Conditions*
- 1984, 7<sup>th</sup> ADFIAP Annual Conference in New Delhi, India  
*Theme: Strengthening DFI and Client Services to Meet New Challenges*
- 1985, 8<sup>th</sup> ADFIAP Annual Conference in Istanbul, Turkey  
*Theme: Strengthening DFIs' Management Structure Amidst the Impact of Changes in the Economic and Social Environment*
- 1986, 9<sup>th</sup> Annual Conference in Auckland, New Zealand  
*Theme: The DFI Responses to the Emerging Imperatives in the Financing of Development in Asia-Pacific*
- 1987, 10<sup>th</sup> Annual Conference in Manila, Philippines  
*Theme: Accessing Capital Markets by DFIs—Risk and Benefits*
- 1988, 11<sup>th</sup> ADFIAP Annual Conference in Vancouver, Canada  
*Theme: Strengthening the Management of DFI Portfolios*
- 1989, 12<sup>th</sup> ADFIAP Annual Conference in Taipei, China  
*Theme: Agenda for Development Financing in the 1990s*
- 1990, 13<sup>th</sup> ADFIAP Annual Conference in Kuala Lumpur, Malaysia  
*Theme: DFIs and National Development*
- 1991, 14<sup>th</sup> ADFIAP Annual Conference in Seoul, Korea  
*Theme: DFIs Responses to the New Challenges of Development Financing in the Asia-Pacific Region*
- 1992, 15<sup>th</sup> ADFIAP Annual Conference in Jakarta, Indonesia  
*Theme: Excellence in Development Banking: Challenges, Strategies and Experiences.*
- 1993, 16<sup>th</sup> ADFIAP Annual Conference in Colombo, Sri Lanka  
*Theme: DFIs: Breaking New Ground in the Financing of Development in the Asia Pacific Region*
- 1994, 17<sup>th</sup> Annual Conference in Karachi, Pakistan  
*Theme: Maximizing DFI Resources and Capabilities for the 21<sup>st</sup> Century: Issues Problems, and Directions*
- 1995, 18<sup>th</sup> Annual Conference in Sydney, Australia  
*Theme: Enhancing DFI Competitiveness & Service Excellence Through Innovative Banking Technology*
- 1996, 19<sup>th</sup> Annual Conference in Phuket, Thailand  
*Theme: New Business Opportunities and Challenges for Development Banks*

1997, 20<sup>th</sup> Annual Conference in Manila, Philippines  
*Theme: New Challenges, New Opportunities in Financing Development and Trade in the Asia Pacific Region in the New World Trade*

1998, 21<sup>st</sup> ADFIAP Annual Conference in Istanbul, Turkey  
*Theme: The Lessons of the Asian Financial Crisis and the Role of Development Banks*

1999, 22<sup>nd</sup> ADFIAP Annual Conference in Kuala Lumpur, Malaysia  
*Theme: The DFI and its Business: Trends and Issues Concerning Bank Operation*

2000, 23<sup>rd</sup> Annual Conference in Kathmandu, Nepal  
*Theme: Development Banking in the New Millennium*

2001, 24<sup>th</sup> Annual Conference in Tokyo, Japan  
*Theme: The DFIs' Relationship with the Government and Market/Risk Management*

2002, 25<sup>th</sup> ADFIAP Annual Conference in Beijing, China  
*Theme: Revisiting the Development Banking Philosophy in Asia and the Pacific: A Call for the Times*

2003, 26<sup>th</sup> ADFIAP Annual Conference in Ulaanbaatar, Mongolia  
*Theme: Critical Issues in Development Banking in the New Environment*

2004, 27<sup>th</sup> Annual Conference in Almaty, Kazakhstan  
*Theme: "Sustainable Development Finance: Issues & Future Directions"*

2005, 28<sup>th</sup> Annual Conference in Nadi, Fiji  
*Theme: "DFIs: Investing into the Future"*

2006, 29<sup>th</sup> Annual Conference in Colombo, Sri Lanka  
*Theme: "Are they Sustainable?/Opportunities for Sustainable Investments"*

2007, 30<sup>th</sup> Annual Conference in Hanoi, Vietnam  
*Theme: "DFIs: Measuring up to International Standards and Practices"*

2008, 31<sup>st</sup> Annual Conference in Tehran, Iran  
*Theme: "Innovative Development Finance: DFI's Response to the needs of the Times"*

2009, 32<sup>nd</sup> Annual Conference in Muscat, Oman  
*Theme: Financing Development amidst the global crisis: DFI Responses, Challenges and Opportunities"*