



EMBAJADA
DE ESPAÑA



SPANISH
INSTITUTE
FOR FOREIGN
TRADE

OFICINA ECONOMICA Y COMERCIAL
DE ESPAÑA
MANILA

SPANISH TRADE MISSION TO ADB PROGRAM 30 June 2010 BCR 3 (9650S)

- 09:00 Welcome Remarks
Jose Miguel Cortes, Alternate Executive Director.
Constituency Office for Belgium, Italy, France, Portugal, Spain, Switzerland
Board of Directors
- 09:15 Introduction
Juan Miranda, Director General
Central and West Asia Department
and
Luis Canete
Climate Change Specialist (Asia Pacific Carbon Fund)
Regional and Sustainable Development Department
- 10:00 Jim Liston CWEN (Energy)
Dong-Soo Pyo CWTC (Transport)
Arnaud Dauphin CWUS (Urban and Water)
Business opportunities in Central and West Asia* (CAREC)
- 10:45 Coffee Break
- 11:00 Rudolf Frauendorfer SEEW (Energy)
Masahiro Nishimura SETU (Transport and Urban)
Munawar Alam SETU (Water)
Denis Hew RCIG (GMS program)
Business opportunities in South East Asia* (Indonesia, Philippines, Vietnam and,
less focus on Laos and Cambodia)
- 12:00 Lunch break
- 2:00 Len George SAEN (Energy)
Dong Kyu Lee SATC (Transport)
Shigehiko Muramoto SAUD (Urban)
Arnaud Cauchois SANS (Water)
Jiro Tsunoda SAFM (Finance)
Business opportunities in South Asia* (Bangladesh, India, Sri Lanka)
Special attention to SASEC Program
- 3:00-5:00pm Hiro Maruyama, Principal Procurement Specialist,
Walter Poick, Principal Procurement Specialist
Topic: Procurement Guidelines (tips and suggestions to avoid making mistakes
when preparing Expressions of Interest (EOI) and Request for Proposal (RFP) in
Technical Assistance and procurement contracts)
-With open discussion

*Topics: energy, transport (highways and railways), urban and water