



# 10th BUSINESS OPPORTUNITIES FAIR 2019



## Public Management, Financial Sector, and Trade Division (CWPF) —Opportunities in Central & West Asia

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# Overview

ADB

Public Sector Management	Financial Sector	Private Sector
<ul style="list-style-type: none"><li>• Macroeconomic Policy &amp; Fiscal Reforms</li><li>• Public Financial Management</li><li>• Revenue &amp; Taxation Reforms</li><li>• Social Protection &amp; Pension Reforms</li><li>• Institutional Development &amp; Governance Reforms</li><li>• Structural Transformation &amp; SOE Reforms</li><li>• Public Debt Management</li></ul>	<ul style="list-style-type: none"><li>• Housing &amp; Mortgage Finance</li><li>• Capital &amp; Financial Markets</li><li>• MSME Finance and Development</li><li>• Financial Inclusion</li></ul>	<ul style="list-style-type: none"><li>• Investment Climate</li><li>• Enabling Environment for Public-Private Partnerships</li><li>• Private Sector Development &amp; Domestic Resource Mobilization</li></ul>



# Overview (cont'd)



Public Sector Management

Financial Sector

Private Sector

## **Cross-cutting Themes**

Gender and Inclusion

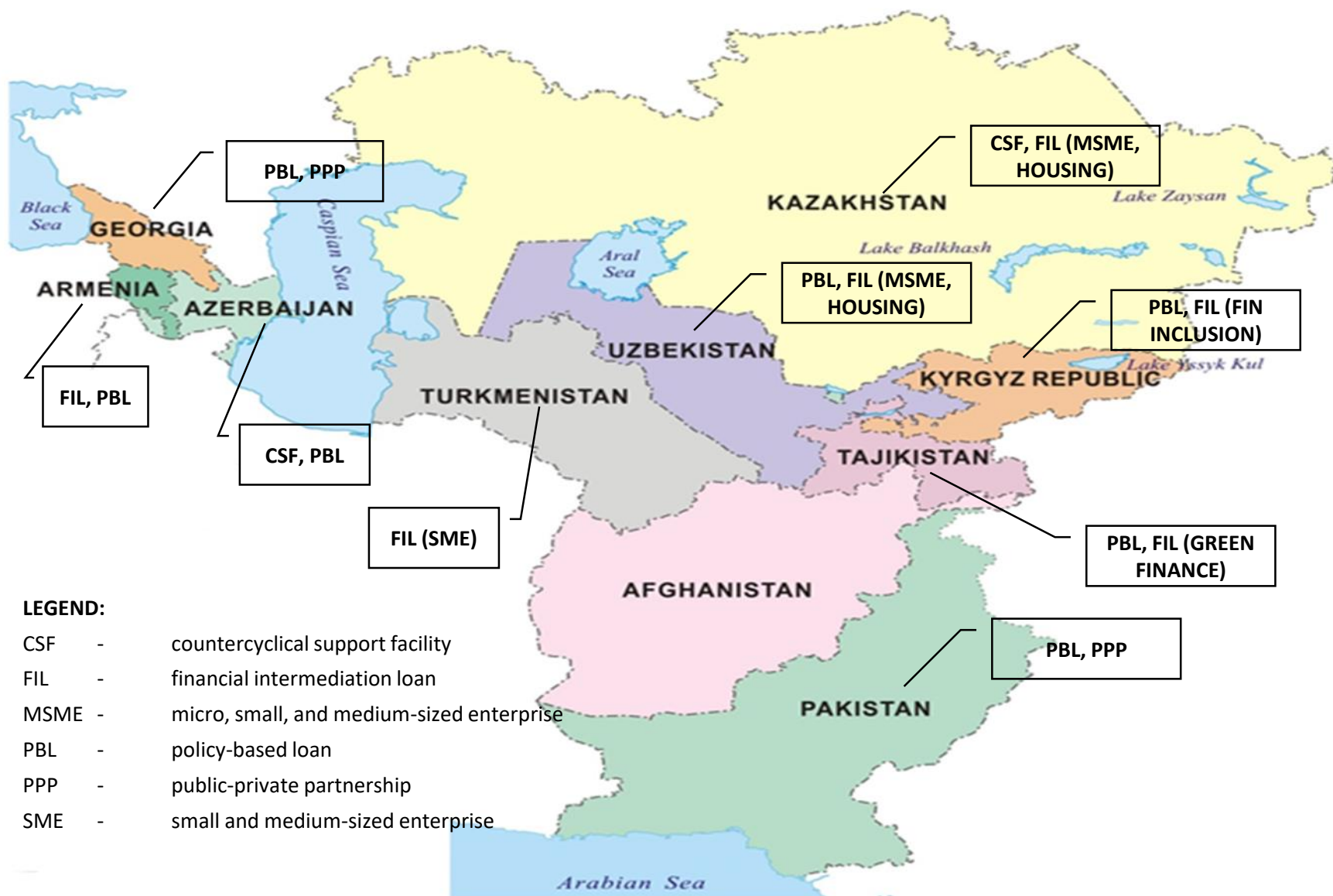
Governance

Capacity Development

Private Sector Development



# Region





# Lending Pipeline, 2019–2021

ADB

DMC	Project Title	Type / Modality	Amount (\$ million)	Subsector
ARM	Public Efficiency and Financial Markets Development Program, Subprogram 2	PBL	60	Public and finance sector development
AZE	Improving Governance and Public Sector Efficiency Program, Subprogram 1	PBL	250	Public expenditure & fiscal management
KAZ	Promoting Gender Equality in Housing Finance	FIL	100	Housing finance
KGZ	Promoting Economic Diversification Program, Subprogram 1	PBL	30	Policy reforms & diversification
KGZ	Rural Financial Inclusion	FIL	50	Inclusive finance

Note: Projects are indicative, pending ADB Management and Board approval, and approval timelines are subject to change.



# Lending Pipeline, 2019–2021 (cont'd)

ADB

DMC	Project Title	Type / Modality	Amount (\$ million)	Subsector
PAK	Trade and Competitiveness Program	PBL	500	Trade policy & capacity-building
TAJ	Financial Sector Investment Project	FIL	15	Private sector development
UZB	Economic Management Improvement Program	PBL	300	Fiscal policy & management
UZB	Mortgage Market Development Program	FIL	200	Mortgage market development
TKM	SME Finance Project	FIL	50	SME finance support

Note: Projects are indicative, pending ADB Management and Board approval, and approval timelines are subject to change.



# Nonlending Pipeline: 2019 (Indicative)

ADB

DMC	TA Title	Amount (\$)
AFG	Public Management Support Project II	1,000,000
ARM	Public Efficiency & Financial Markets Program II	500,000
ARM	Public Financial Management (PFM) Diagnostic	225,000
AZE	Public Sector Governance Reforms	800,000
AZE	Tax Reforms	500,000
KAZ	Promoting Gender Equality in Housing Finance	500,000

Note: Consulting opportunities are announced in Consultant Management System (CMS).



# Nonlending Pipeline: 2019 (Indicative)



DMC	TA Title	Amount (\$)
PAK	Financial Markets Development	800,000
TAJ	Financial Sector Investment	800,000
TKM	SME Finance	500,000
UZB	Financial Markets Development	800,000
UZB	Mortgage Market Development	800,000

Note: Consulting opportunities are announced in Consultant Management System (CMS).





# Key Opportunities



- Broad Macroeconomic and Policies
- Public Financial Management
- Public Debt Management
- Government Debt and Securities
- Capital and Money Markets
- Pension Reforms and Social Protection
- PPP
- SOE Reforms



# Selection Guidelines



- What do we look for and how can you stand out?
  - Subject matter experience
  - Country/region experience
  - Local language and communication skills
  - Experience in similar types of projects/programs
  - Applications should only refer to previous relevant work and respond directly to the TOR



# Thank you!

Contact persons:

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