

BUSINESS OPPORTUNITIES

CENTRAL AND WEST ASIA DEPARTMENT

Transport and Communications Sector

22 March 2012

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The logo of the Asian Development Bank (ADB), consisting of the letters "ADB" in a white serif font on a dark green square background.

ADB

CWRD Clients

- Afghanistan
- Armenia
- Azerbaijan
- Georgia
- Kazakhstan
- Kyrgyz Republic
- Pakistan
- Tajikistan
- Turkmenistan
- Uzbekistan



Business Lines

- **Strategic Focus**
- Address the needs for **infrastructure** development
- Strengthen domestic, regional, and interregional connectivity to promote **regional cooperation**
- Support policy and institutional reforms to encourage **private sector participation** and improve governance

SECTOR FOCUS

- **Roads**
- **Railways**
- **Cross-border facilities**

PROJECT FOCUS

- CAREC Transport Corridors
- Major highways

PROOF ONLY



SIX CAREC TRANSPORT CORRIDORS, PAKISTAN NATIONAL TRADE CORRIDOR AND AFGHANISTAN RING ROAD

- ★ National Capital
 - Provincial Capital
 - City/Town
 - Cross Border Point
 - ⚓ Naval Port
 - CAREC Corridor 1
 - CAREC Corridor 2
 - CAREC Corridor 3
 - CAREC Corridor 4
 - CAREC Corridor 5
 - CAREC Corridor 6
 - Pakistan National Trade Corridor
 - Afghanistan Ring Road
 - - - Provincial Boundary
 - - - International Boundary
- Boundaries are not necessarily authoritative.

Note : First Proof, 1 May 2009
Second Proof, 17 June 2009
Third Proof, 4 November 2009



2010 – 2013 PROGRAM

- **Lending: \$5.2 billion**
- **Non-lending: \$11 million**

Lending Modality

- **Multitranche Financing Facility (MFF)**
- **Project loan**

MFF

- **Civil works: big contracts**
- **Project management consultant**
- **Supervision consultant**
 - **One contract – all tranches**
 - **Large contract**
 - **International experts**
 - **Association with national firms**
- **Institutional support consultants**

Central and West Asia Department
2010 - 2013 Lending Program
Transport and Communications Sector
(\$ million)

No.	Country	Project Name	OCR	ADF	Total	Co-financing
2010			776.0	478.0	1,254.0	68.0
1	AFG	Road Network Development - PFR 2 (Supplementary)		340.0	340.0	
2	ARM	North-South Road Corridor - PFR 2	170.0		170.0	
3	GEO	Road Corridor Investment Program - PFR 2	150.0		150.0	
4	KAZ	CAREC Corridor (Zhambyl-Oblast Section) - PFR 3	173.0		173.0	68.0
5	KAZ	CAREC Corridor (Mangystau-Oblast) - PFR 1	283.0		283.0	
6	KGZ	CAREC Regional Road Improvement (Supplementary)		23.0	23.0	
7	UZB	CAREC Corridor 2 Investment Program - PFR 1		115.0	115.0	
2011			1,142.0	364.0	1,506.0	33.0
1	AFG	Transport Network Development Investment - PFR 1		189.0	189.0	33.0
2	AZE	Road Network Development Program, Tranche 3	200.0		200.0	
3	GEO	Road Corridor Investment Program - PFR 3 (Addl Financing)	140.0		140.0	
4	KAZ	CAREC Corridor (Zhambyl-Oblast Section) - PFR 4	112.0		112.0	
5	KAZ	CAREC Corridor 1 (Taraz Bypass) Project	95.0		95.0	
6	KGZ	CAREC Transport Corridor 1 (Bishkek-Torugart Road) Project 3		55.0	55.0	
7	TAJ	Road Corridor Development Program II		120.0	120.0	
8	TKM	North-South Railway Project	125.0		125.0	
9	UZB	CAREC Corridor 2 Road Investment Program - PFR 2	240.0		240.0	
10	UZB	Second CAREC Corridor 2 Road Investment Program - PFR 1	130.0		130.0	
11	UZB	CAREC Corridor 6 (Marakand-Karshi) Railway Electrification	100.0		100.0	

Central and West Asia Department
2010 - 2013 Lending Program
Transport and Communications Sector
(\$ million)

No.	Country	Project Name	OCR	ADF	Total	Co-financing
2012			585.0	551.0	1,136.0	140.0
1	AFG	Transport Network Development Investment - PFR 2		146.0	146.0	50.0
2	ARM	North-South Corridor Investment Program - PFR 3	160.0		160.0	70.0
3	AZE	MFF 2 - Road Network Development - PFR 1	150.0		150.0	
4	KAZ	CAREC Corridor 3 (Shymkent-Tashkent) Improvement Project	125.0		125.0	
5	PAK	National Highway Development Investment Progra - PFR 3	150.0		150.0	
6	TAJ	Roads Improvement Project		125.0	125.0	20.0
7	UZB	CAREC Corridor 2 Road Investment Program - PFR 3		100.0	100.0	
8	UZB	CAREC Corridor 2 Road Investment Program - PFR 3		180.0	180.0	
2013			1,054.0	220.0	1,274.0	0.0
1	AFG	Transport Network Development Investment Program - PFR 3		95.0	95.0	
2	ARM	Roads Project	100.0		100.0	
3	AZE	Road Network Development - Tranche 4	44.0		44.0	
4	GEO	MFF - Road Corridor Investment Program - PFR 4	210.0		210.0	
5	KAZ	CAREC Corridor 2 (Mangystau Oblast) - PFR 3	150.0		150.0	
6	KAZ	MFF - Transport Development - PFR 1	110.0		110.0	
7	KGZ	CAREC Corridor (Bishkek-Osh)		65.0	65.0	
8	PAK	Karachi Port	200.0		200.0	
9	TAJ	CAREC Corridor Development (Dushanbe- AFG Border)		60.0	60.0	
10	TKM	Transport Development Project	150.0		150.0	
11	UZB	Second CAREC Corridor 2 Road Investment Program - PFR 3	90.0		90.0	
Total (2010 - 2013)			3,557.0	1,613.0	5,170.0	241.0

Central and West Asia Department
 2010 - 2013 Non-Lending Program
 Transport and Communications Sector
 (\$ '000)

No.	Country	Project Name	TA Type	Total
2010				2,775.0
1	AFG	Railway Development Study (Supplementary)	PATA	700.0
2	PAK	Railway Investment Program	PPTA	1,500.0
3	PAK	Karachi Port Trust	PPTA	225.0
4	TKM	North-South Railway Development	PPTA	350.0
2011				445.0
1	UZB	CAREC Corridor 2 Road Investment Program II	PPTA	220.0
2	UZB	Railway Electrification Investment Program	PPTA	225.0

Central and West Asia Department
2010 - 2013 Non-Lending Program
Transport and Communications Sector
(\$ '000)

No.	Country	Project Name	TA Type	Total
2012				2,250.0
1	AZE	MFF 2 Road Network Development Program	SSTA	225.0
2	KAZ	CAREC Corridor 3 (Shymkent-Tashkent) Improvement	SSTA	225.0
3	KGZ	CAREC Corridor (Bishkek-Osh Road) Improvement	PPTA	1,000.0
4	TAJ	Road Improvement Project	PPTA	800.0
2013				5,500.0
1	AZE	Railway Network	PPTA	1,000.0
2	GEO	Subregional Development MFF 2	PPTA	1,000.0
3	KAZ	Transport Development	PPTA	1,000.0
4	KAZ	CAREC Railway MFF	PPTA	1,000.0
5	KAZ	International Logistics Program	PPTA	500.0
6	TKM	Transport Development II	PPTA	1,000.0
TOTAL (2010 - 2013)				10,970.0

Opportunities

❑ Consulting Services

- Feasibility study (engineering, economic, financial, social, environmental)
- Detailed design
- Project supervision
- Capacity development (road safety, road asset management, axle-load control, etc)
- Cross-border trade facilitation

❑ Civil Works and Equipment

- Road construction, reconstruction, rehabilitation, and maintenance
- Rail track construction, reconstruction, rehabilitation, and maintenance
- Locomotives and rolling stock
- Rail electrification, signaling, and communication system

Important Factors for Selection

❑ Civil Works/Equipment/EPC Contract

- Technical qualification
- Price

❑ Consulting Services

- Strong team (strong team leader) - use of experienced team leaders whose strength is proven
- Country experience (regional experience) – association with experienced firms
- Experiences of ADB-financed projects (knowledgeable of ADB procedures)
- Good performance record

Thank you

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