

# **BUSINESS OPPORTUNITIES**

## **CENTRAL AND WEST ASIA DEPARTMENT**

### **Transport and Communications Sector**

**21 March 2013**

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**ADB**

# CWRD Clients

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



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### 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



# 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

# 2011 – 2014 PROGRAM

- **Lending: \$4.004 billion**
- **Non-lending: \$8.745 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  
2011-2014 Lending Program  
Transport and Communication Sector  
(\$'million)**

No.	Country	Project Name	OCR	ADF	Total	Co-Financing
<b>2011</b>			<b>1142.00</b>	<b>364.00</b>	<b>1506.00</b>	<b>33.00</b>
1	AFG	Transport Network Development Investment, Tranche 1		189.00	189.00	33.00
2	AZE	Road Network Development Program, Tranche 3	200.00		200.00	
3	GEO	Road Corridor Investment Program - PFR 3 (Addl Financing)	140.00		140.00	
4	KAZ	CAREC Corridor (Zhambyl-Oblast Section), Tranche 4	112.00		112.00	
5	KAZ	CAREC Corridor 1 (Taraz Bypass) Project	95.00		95.00	
6	KGZ	CAREC Transport Corridor 1 (Bishek-Torugart Road) Project 3		55.00	55.00	
7	TAJ	CAREC Corridor 3 (Dushanbe-Uzbekistan Border) Improvement Project		120.00	120.00	
8	TKM	North-South Railway Project	125.00		125.00	
9	UZB	CAREC Corridor 2 Road Investment Program, Tranche 2	240.00		240.00	
10	UZB	Second CAREC Corridor 2 Road Investment Program, Tranche 1	130.00		130.00	
11	UZB	CAREC Corridor 6 (Marakand-Karshi) Railway Electrification	100.00		100.00	
<b>2012</b>			<b>966.30</b>	<b>376.00</b>	<b>1342.30</b>	<b>270.50</b>
1	AFG	Transport Network Development Investment Program, Tranche 2		176.00	176.00	60.00
2	AZE	Second Road Network Development Investment Program, Tranche 1	250.00		250.00	
3	KAZ	CAREC Corridor 2 (Mangystau Oblast Section) Investment Program, Tranche 2	371.30		371.30	
4	KAZ	CAREC Corridor 3 (Shymkent-Tashkent Section) Road Improvement Project	125.00		125.00	196.50
5	TAJ	CAREC Corridor 6 (Ayni-Uzbekistan Border Road) Improvement Project		100.00	100.00	14.00
6	UZB	CAREC Corridor 2 Road Investment Program, Tranche 3		100.00	100.00	
7	UZB	Second CAREC Corridor 2 Road Investment Program, Tranche 2	220.00		220.00	

**Central and West Asia Department  
2011-2014 Lending Program  
Transport and Communication Sector  
(\$'million)**

No.	Country	Project Name	OCR	ADF	Total	Co-Financing
<b>2013</b>			<b>180.00</b>	<b>266.60</b>	<b>446.60</b>	<b>130.00</b>
1	AFG	Transport Network Development Investment Program, Tranche 3		85.00	85.00	115.00
2	ARM	North-South Road Corridor Investment Program, Tranche 3	180.00		180.00	
3	KGZ	CAREC Corridor 3 (Bishkek-Osh Road) Improvement Project, Phase 4		100.00	100.00	15.00
4	REG	Regional Improvement Border Services (KGZ, TAJ)		17.60	17.60	
5	TAJ	CAREC Corridor 3 Enhancement Project		64.00	64.00	
<b>2014</b>			<b>510.00</b>	<b>200.00</b>	<b>710.00</b>	<b>0.00</b>
1	AFG	Transport Network Development Investment Program, Tranche 4		200.00	200.00	
2	GEO	MFF - Road Corridor Investment Program, Tranche 4	210.00		210.00	
3	PAK	National Highway Development Sector Investment Program, Tranche 3	150.00		150.00	
4	PAK	National Trade Corridor Highway Investment Program, Tranche 3	150.00		150.00	
<b>TOTAL (2011-2014)</b>			<b>2798.30</b>	<b>1206.60</b>	<b>4004.90</b>	<b>433.50</b>

**Central and West Asia Department  
2011-2014 Non-Lending Program  
Transport and Communication Sector  
(\$'000)**

No.	Country	Product Name	TA Type	Total
<b>2011</b>				<b>445.00</b>
1	UZB	CAREC Corridor 2 Road Investment Program II	PPTA	220.00
2	UZB	Railway Electrification Investment Program	PPTA	225.00
<b>2012</b>				<b>3,975.00</b>
1	REG	CAREC: Midterm Review of the Trade and Transport Facilitation and Strategy and Implementation Action Plan	PATA	1,500.00
2	AFG	Transport Network Development Investment Program - Tranche 2	PPTA	225.00
3	AZE	Second Road Network Development Program	PPTA	225.00
4	KAZ	CAREC Corridor 3 (Shymkent-Tashkent Road) Rehabilitation Project	PPTA	225.00
5	KGZ	CAREC Corridor 3 (Bishkek-Osh Road) Improvement Project, Phase 4	PPTA	1,000.00
6	TAJ	Roads Improvement Project	PPTA	800.00
<b>2013</b>				<b>3,100.00</b>
1	GEO	Preparing Transport Project	PPTA	1,000.00
2	PAK	Provincial Road Development	PPTA	1,000.00
3	PAK	Preparing Improving Border Services Project	PPTA	500.00
4	TAJ	Preparing the CAREC Corridor 3 Enhancement Project	PPTA	600.00
<b>2014</b>				<b>1,225.00</b>
1	AZE	Railway Network	PPTA	1,000.00
2	TKM	Preparing the Turkmenabad-Farab Bridge Project	PPTA	225.00
<b>TOTAL (2011-2014)</b>				<b><u>8,745.00</u></b>

# 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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