

Business Opportunities Fair Central and West Asia - Energy

Manila

12-13 March 2014

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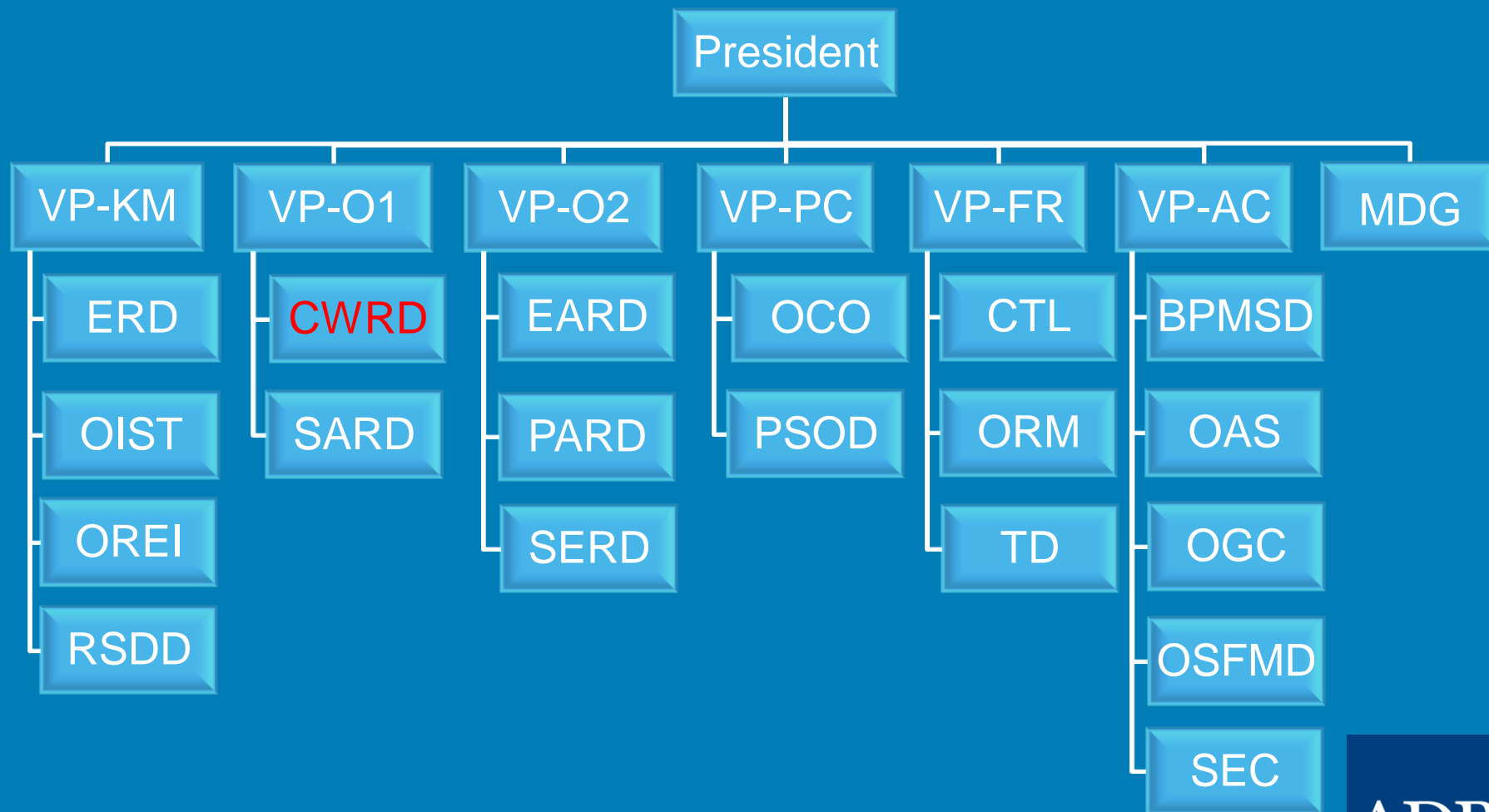
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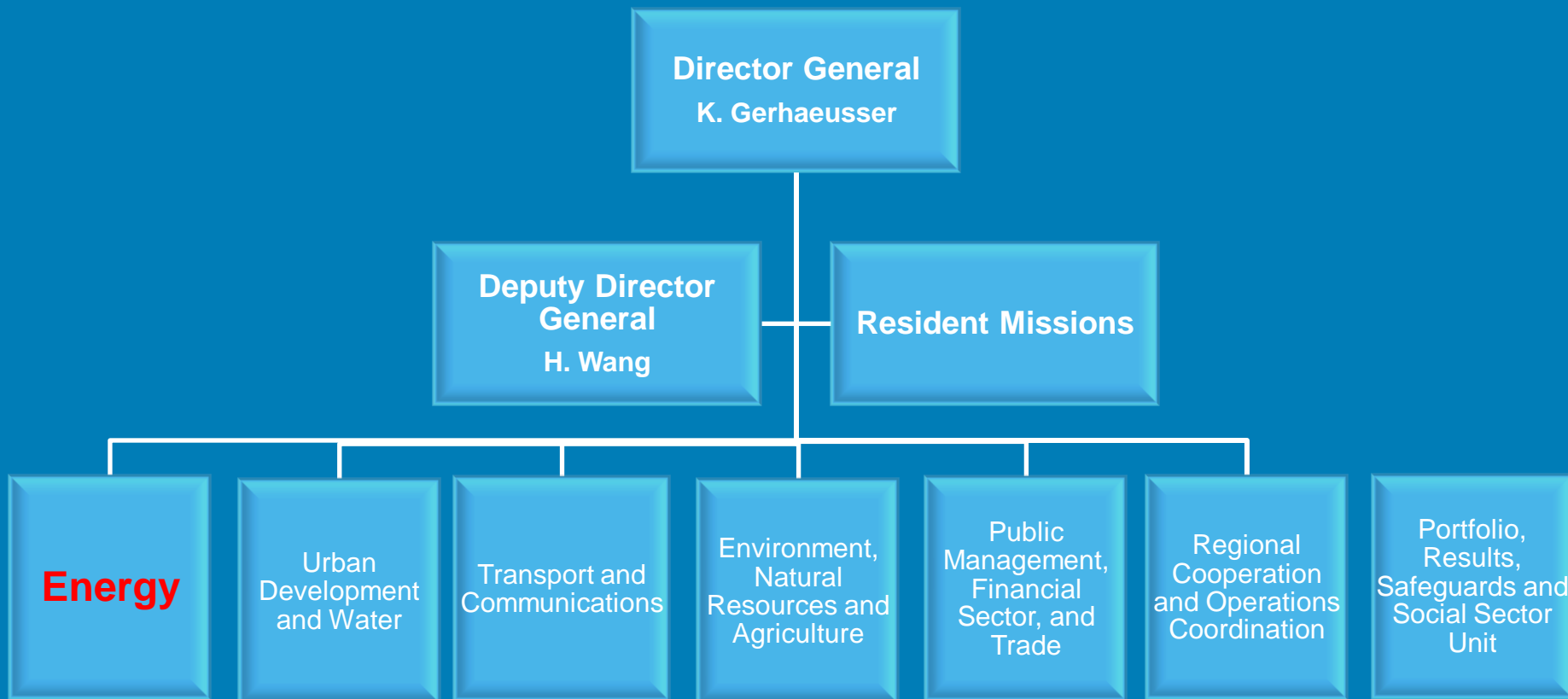
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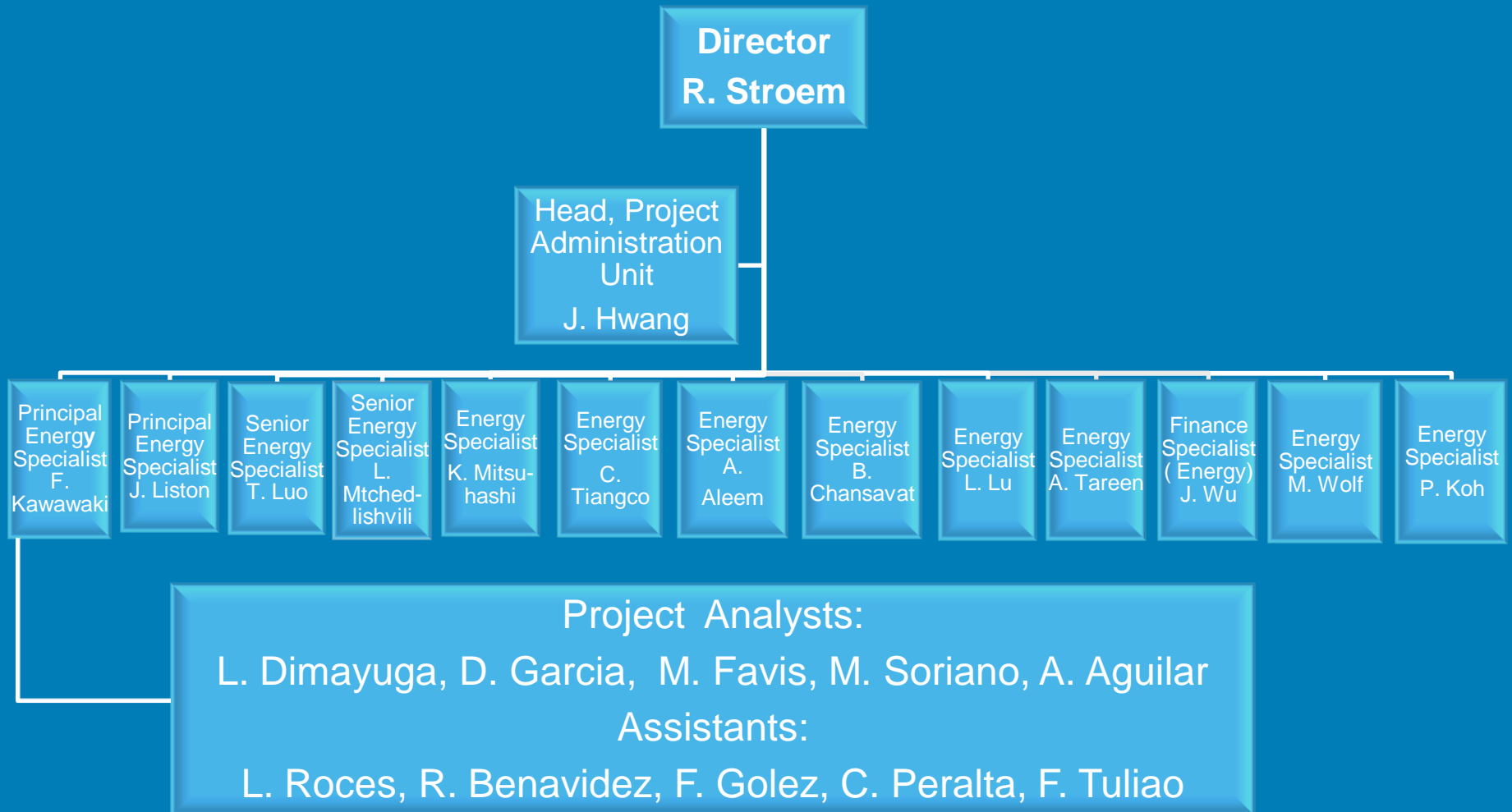
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Energy Division - CWEN

CWRD



Energy Division–CWEN: Who are we?



CWRD Countries



The background map shows the Russian Federation to the north and west, Kazakhstan in the center, and Afghanistan to the south. Three specific regions are highlighted with yellow boxes: the South Caucasus in the west, Central Asian Republics in the center, and South West Asia in the south. Various cities like Oral, Kostanai, Petropavlovsk, Borovoe, Aktobe, Astana, Pavlodar, Almaty, Beineu, Akzhigay, Druzhba, Bishkek, Kabul, Islamabad, Kandahar, and Zahedan are marked on the map.

South Caucasus

- ~100% electrification
- fossil fuel / hydro resource rich = export potential
- high losses / low energy efficiency
- old generation / transmission / distribution assets

South West Asia

- low level of electrification
- net energy importers
- high losses / low energy efficiency
- old generation / transmission / distribution assets

CWEN Business Lines

- Infrastructure Development
 - Power generation / transmission / distribution
 - Renewable energy (wind / solar / hydro)
 - Energy efficiency / loss reduction (supply / demand)
 - Gas well rehabilitation / pipeline
 - Supervisory Control and Data Acquisition (SCADA) and Energy Management Systems (EMS)
- Sector Reform / Modernization
 - Sector Restructuring-Unbundling and/or bundling
 - Financial Recoveries
- Regional Cooperation
 - Central Asia Regional Economic Cooperation (CAREC)
 - Regional Power Master Plan

Ongoing Loans/Grants and Pipeline

	Power			EE/ Loss Red.	RE	Reform/ Modernize	Gas
	Gen	Trans	Dist				
Afghanistan	3	9	10		4	3	1
Armenia		1					
Azerbaijan			1				
Georgia		1					
Kazakhstan				1			
Kyrgyz Rep.		1	1	2		2	
Pakistan	2	7	8	5	3	3	
Tajikistan		2	2		1	3	
Turkmenistan	1						
Uzbekistan	2	2	2	1	1		
Regional	AFG-TKM, AFG-TAJ, TAPI, TUTAP						ADB

Ongoing Technical Assistance and Pipeline

	Power			EE/ Loss Red.	RE	Reform/ Modernize	Gas
	Gen	Trans	Dist				
Afghanistan		2	2			1	1
Armenia		1			1		
Azerbaijan					1	1	
Georgia		1					
Kazakhstan				2			
Kyrgyz Rep.		2	2	1			
Pakistan	1	3	3	3			
Tajikistan		1	1				
Turkmenistan							1
Uzbekistan	1	2	1		2		
Regional	TAPI Phase 3, AFG-TKM						ADB

Ongoing Projects in Figures

Country	Loans & Grants		TA	
	\$million	Projects	\$million	Projects
Afghanistan	883.56	9	4.725	5
Armenia			0.700	1
Azerbaijan	160.00	1	1.000	1
Georgia	47.55	1	1.200	2
Kazakhstan			1.000	1
Kyrgyz Rep.	99.89	2	0.700	1
Pakistan	2,134.43	10	1.875	2
Tajikistan	312.77	3	1.000	1
Turkmenistan				
Uzbekistan	874.73	3	5.080	6
Regional			2.800	2
Total	4,512.93*	29	20.800	22

*Active Portfolio

Opportunities

A. Direct with CWEN

- Consulting services for project preparatory and advisory technical assistance
 - Firms
 - Individuals
- Consulting services for project implementation
 - Usually firms
- Individual consultants, for example, for:
 - Diagnostic studies
 - Advisor on reform
 - Procurement assistance

Opportunities

B. Direct with CWEN Countries

- Design
- Civil works
- Equipment supply
- Installation
- Supervision consultant

Issues for your consideration

- Unique, challenging countries
 - Experts with regional experience (incl. language)
 - Keep up with developments in the region
- Weak planning, implementing capacity
 - Project preparation at times start from scratch
 - Comprehensive support required
 - Need to be flexible
- Diverse needs and dynamic changes
 - Keep in touch with project officers
 - Check CSRN

**We look forward to
doing business with
you.**

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