

BUSINESS OPPORTUNITIES

CENTRAL AND WEST ASIA DEPARTMENT

Transport and Communications Sector

13 March 2014

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ADB

CWRD Clients

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



PROOF ONLY



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

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



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**
- **Airport and Aviation**
- **Cross-border facilities**

PROJECT FOCUS

- CAREC Transport Corridors
- Major highways

2011 – 2015 PROGRAM

- **Lending: \$4.275 billion**
- **Non-lending: \$17.370 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
2011-2015 Lending Program
Transport and Communication Sector
(\$'million)

No.	Country	Project Name	OCR	ADF	Total	Co-Financing
2011			1142.00	364.00	1506.00	33.00
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	
2012			966.30	376.00	1342.30	270.50
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
2011-2015 Lending Program
Transport and Communication Sector
(\$'million)**

No.	Country	Project Name	OCR	ADF	Total	Co-Financing
2013			180.00	266.60	446.60	130.00
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	
2014			690.00	41.00	731.00	83.00
1	AFG	Transport Network Development Investment Program, Tranche 4		41.00	41.00	83.00
2	AZE	Road Network Development Program, Tranche 4	45.00		45.00	
3	AZE	Second Road Network Development Investment Program, Tranche 2	250.00		250.00	
4	PAK	National Trade Corridor Highway Investment Program, Tranche 2	200.00		200.00	
5	PAK	National Highway Network Development in Balochistan Project	195.00		195.00	
2015			150.00	100.00	250.00	0
1	GEO	Secondary Road Improvement Project		100.00	100.00	
2	PAK	Provincial Road Development Project (Sindh)	150.00		150.00	
TOTAL (2011-2015)			3128.30	1147.60	4275.90	516.50

Central and West Asia Department
2011-2015 Non-Lending Program
Transport and Communication Sector
(\$'000)

No.	Country	Product Name	TA Type	Total
2011				445.00
1	UZB	CAREC Corridor 2 Road Investment Program II	PPTA	220.00
2	UZB	Railway Electrification Investment Program	PPTA	225.00
2012				3,975.00
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
2013				3,100.00
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
2014				3,550.00
1	AFG	Transport Master Plan Updated	PATA	1,000.00
2	GEO	Support for Transportation Strategy and Policy	PATA	750.00
3	TAJ	Railway Development Project	PPTA	1,000.00
4	UZB	Marakand-Bukhara Railway Electrification	PPTA	800.00

**Central and West Asia Department
2011-2015 Non-Lending Program
Transport and Communication Sector
(\$'000)**

No.	Country	Product Name	TA Type	Total
2015				6,300.00
1	ARM	Development of the North-South Road Corridor Master Plan	PATA	500.00
2	GEO	Capacity Development for Roads Department	CDTA	200.00
3	GEO	Roads and Market Connectivity Project	PPTA	1,000.00
4	GEO	Road Maintenance and Rehabilitation Project	PPTA	1,000.00
5	KAZ	Road Rehabilitation Project (Western Kazakhstan)	PPTA	800.00
6	PAK	Provincial Road Development 2	PPTA	1,000.00
7	PAK	Preparing Railway Development Project	PPTA	1,000.00
8	TAJ	Improving Khovalling-Tavildara Road Project	PPTA	800.00
TOTAL (2011-2015)				<u>17,370.00</u>

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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