

BUSINESS  
OPPORTUNITIES  
FAIR



ADB Headquarters, Manila, Philippines



# 6<sup>th</sup> ADB Business Opportunities Fair

Urban Development and Water Division

South Asia Department

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# Region/Country Strategy

- Bangladesh
- Bhutan
- India
- Maldives
- Nepal
- Sri Lanka

# Lending Pipeline, 2015-2017

Project Name	Country	Type	Amount (US\$ M)	Contact
<b>2015</b>				
Improved Urban Environmental Project	Bhutan	Project Design	2.5	P. Cawrse
Assam Urban Infrastructure Development - Tranche 2	India	Loan	139.0	A. Kaneko
North Eastern Region Capital Cities Infrastructure Development Investment Program - Tranche 3	India	Loan	60.0	N. Pokhrel
Delhi Water Supply Improvement Investment Prog - Tranche 1	India	Loan	100	M. Sharma
Madhya Pradesh Urban Services Improvement	India	Loan	3.0	V. Padmanabhan
Andhra Pradesh Industrial Corridor Development	India	Loan	400.0	M. Sharma

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



# Lending Pipeline, 2015-2017

Project Name	Country	Type	Amount (US\$ M)	Contact
Kathmandu Valley Water Supply Improvement Project (additional financing)	Nepal	Loan	90.0	V. Castro-Wooldrige
Trincomalee Integrated Urban Development Project	Sri Lanka	Project Design Advance	3.0	V. Padmanabhan
Greater Colombo Water and Wastewater Management Improvement in Investment Program (Tranche 3)	Sri Lanka	Loan	120.0	M. Fan
<b>Standby - 2015</b>				
Infrastructure Development Investment Program - Tranche 4	India	Loan	39.2	R. Slangen
National Capital Region Urban Infrastructure Financing Facility - Tranche 2	India	Loan	70.0	N. Saito
Bihar Urban Infrastructure Development - Tranche 2	India	Loan	75.0	N. Pokhrel

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# Lending Pipeline, 2015-2017

Project Name	Country	Type	Amount (US\$ M)	Contact
<b>2016</b>				
Infrastructure Development Investment Program - Tranche 3	India	Loan	124.0	R. Slangen
Greater Colombo Water and Wastewater Management Improvement in Investment Program (Tranche 4)	Sri Lanka	Loan	48.0	M. Fan
<b>2017</b>				
Third Urban Governance & Infrastructure Improvement - Additional Financing	Ban	Loan	75.0	Tbd
Dhaka Urban Environment Improvement Project	Ban	Loan	110.0	Tbd
Improved Urban Environmental Project	Bhutan	Loan	17.0	P. Cawrse
Karnataka Integrated Urban Water Management - Tranche 2	India	Loan	75.0	Tbd
Kolkata Environmental Improvement - Tranche 2	India	Loan	150	Tbd

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# Nonlending Pipeline, 2015-2017

Project Name	Country	Type	Amount (US\$ M)	Contact
<b>2015</b>				
Preparing Urban Environment in City Corporations Project	Ban	PPTA	0.4	M. Fan
Preparing Dhaka Urban Environmental Improvement	Ban	PPTA	0.8	N. Saito
Utility Benchmarking	India	PATA	0.5	Tbd
Institutional Strengthening of Water Operators	Nepal	CDTA	0.7	Tbd
<b>2016</b>				
Strengthening Capacity of City Corporation	Ban	CDTA	1.0	Tbd
East Coast Economic Corridor North State	Sri Lanka	PPTA	1.0	Tbd
Support to JNNURM-2	India	CDTA	1.0	Tbd
Preparing Kathmandu Valley Environment Management	Nepal	PPTA	0.5	Tbd
<b>2017</b>				
Capacity Building for Improved Urban Environmental Infrastructure Management	Bhutan	CDTA	1.5	P. Cawrse
Strengthening Capacity of Municipality for Assets Management & Operations	Nepal	PPTA	0.7	Tbd

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# Opportunities

## A. Direct with ADB

- 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
  - Reconnaissance for project formulation

# Opportunities

## B. Direct with Countries in the Region

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



# Issues for your consideration

- Unique, challenging countries
  - Experts with regional experience (incl. language)
  - Need of capable local partner(s)
- Weak planning, implementing capacity
  - Project preparation at times start from scratch
  - Comprehensive support required
  - Problem-solving oriented
- Diverse needs and dynamic changes
  - Keep in touch with project officers
  - Check CSRN
  - Propose new approaches (new technologies)

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

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