

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

Urban Development and Water Division South Asia Department 25-26 March 2015

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# Region/Country Strategy

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



### Lending Pipeline, 2015-2017

Project Name	Country	Туре	Amount (US\$ M)	Contact	
2015	2015				
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	Туре	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 Wastewaer Management Improvement in Investment Program (Tranche 3)	Sri Lanka	Loan	120.0	M. Fan
Standby - 2015				
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

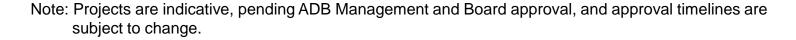
Project Name	Country	Туре	Amount (US\$ M)	Contact	
2016					
Infrastructure Development Investment Program - Tranche 3	India	Loan	124.0	R. Slangen	
Greater Colombo Water and Wastewaer Management Improvement in Investment Program (Tranche 4)	Sri Lanka	Loan	48.0	M. Fan	
2017					
Third Urban Governance & Infrastructure Improvement - Additional Financing	Ban	Loan	75.0	Tbd	
Dhaka Urban Envirojment 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	Туре	Amount (US\$ M)	Contact	
2015	-				
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	
2016					
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	
2017					
Capacity Building for Improved Urban Environmental Infrsatructure Management	Bhutan	CDTA	1.5	P. Cawrse	
Strengthening Capacity of Municipality for Assets Management & Operations	Nepal	PPTA	0.7	Tbd	



# **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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