

BUSINESS
OPPORTUNITIES
FAIR



ADB Headquarters, Manila, Philippines



7th ADB Business Opportunities Fair

Energy Division

Central and West Asia Department

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16 March 2016

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Central and West Asia Region

- Highly diverse group of 10 countries widely varying in resource endowment and development
- Crossroads between Asia and Europe characterized by diverse social and institutional structures
- Rich natural resources making region strategically important to global economy
- Physical connectivity and trade facilitation critical for cost-effective market access

CWRD Countries



South Caucasus



Central Asian Republics

- ~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)
Energy Management Systems (EMS)
 - Smart Metering
- Sector Reform / Modernization
 - Sector Restructuring-Unbundling and/or bundling
 - Financial Recoveries
- Regional Cooperation
 - Central Asia Regional Economic Cooperation (CAREC)
 - Power Master Plan



Lending Pipeline, 2016-2017

| Project Name | Country | Type | Amount (US\$ M) | Contact |
|--|-------------|-----------|-----------------|-------------------|
| 2016 | | | | |
| MFF Power Distribution Enhancement Investment Program T1 | Azerbaijan | Loan | 250.0 | T. Luo |
| MFF Power Transmission Enhancement Investment Program T1 | Pakistan | Loan | 120.0 | M. Wolf |
| Sustainable Energy Reform Program III | Pakistan | Loan | 150.0 | L. Mtchedlishvili |
| Toktogul Rehabilitation Phase 3 Project | Kyrgyz Rep. | Loan | 110.0 | P. Koh |
| Energy Supply Improvement Investment Program T2 | Afghanistan | Grant | 85.0 | A. Aleem |
| Energy Supply Improvement Investment Program T3 | Afghanistan | Grant | 100.0 | A. Aleem |
| Access to Clean Energy Investment Program | Pakistan | Loan | 400.0 | A. Tareen |
| MFF Shah Deniz Stage II Investment Plan T1 | Azerbaijan | Guarantee | 1,500.0 | M. Wolf |
| 2017 | | | | |
| Sustainable Energy Reform Program IV | Pakistan | Loan | 200.0 | L. Mtchedlishvili |
| MFF Power Transmission Enhancement Investment Program T2 | Pakistan | Loan | 100.0 | M. Wolf |
| Power Transmission Network Rehabilitation | Georgia | Loan | 50.0 | T. Luo |
| Energy Efficiency Project Phase 2 | Kazakhstan | Loan | 80.0 | C. Tiangco |
| Green Village Project | Kazakhstan | Loan | 80.0 | C. Tiangco |
| Power Sector Development Project | Tajikistan | Loan | 64.0 | L. Mtchedlishvili |
| Solar Power Development II | Uzbekistan | Loan | 100.0 | C. Tiangco |
| MFF Second Power Distribution EIP T2 | Pakistan | Loan | 150.0 | A. Tareen |
| MFF Power Distribution Enhancement Investment Program T2 | Azerbaijan | Loan | 250.0 | T. Luo |

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



Nonlending Pipeline, 2016-2017

| Project Name | Country | Type | Amount (US\$ '000) | Contact |
|--|--------------|------|--------------------|-------------------|
| 2016 | | | | |
| Power Sector Development Project | Uzbekistan | PPTA | - | C. Tiangco |
| Power Sector Development Project | Tajikistan | PPTA | 1,200 | L. Mtchedlishvili |
| Preparing Power Transmission Network Rehabilitation | Georgia | PPTA | 1,000 | T. Luo |
| Utility-Scale Solar Photovoltaic Project | Armenia | PPTA | 700 | C. Tiangco |
| MFF Medium-Sized Hydro Dev. Inv. Program | Pakistan | PPTA | 5,000 | A. Tareen |
| Power Sector Development Project | Turkmenistan | PPTA | 1,000 | S. Hasnie |
| Increase Electricity Access Using Off-Grid Solar Power | Regional | PATA | - | S. Hasnie |
| Leapfrogging of Clean Technology in CAREC Countries | Regional | CDTA | - | S. Hasnie |
| Second Talimarjan Power Project | Uzbekistan | PPTA | 1,500 | K. Mitsuhashi |
| Gas Sector Development | Pakistan | PPTA | 1,500 | A. Tareen |
| Preparing a Power Sector Financial Recovery Plan | Azerbaijan | PATA | 800 | T. Luo |
| Update on Energy Sector Plan | Pakistan | PATA | 750 | A. Tareen |
| MFF Shah Deniz State II Investment Plan | Azerbaijan | PPTA | 1,500 | M. Wolf |
| 2017 | | | | |
| Northwest Region Power Transmission Line Proj (Ph 2) | Uzbekistan | PPTA | 1,000 | T. Luo |
| Energy Sector Capacity Development | Uzbekistan | PPTA | 500 | K. Mitsuhashi |
| Support for Sustainable Development in the Energy Sector | Armenia | PATA | 800 | T. Luo |
| Energy Sector Project | Kyrgyz Rep. | PPTA | 1,000 | P. Koh |
| Energy Efficiency Project Ph 2 | Kazakhstan | PPTA | - | C. Tiangco |

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Opportunities

A. Direct with CWEN

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

Opportunities

B. Direct with CWEN Countries

1. Design
2. Civil works
3. Equipment supply
4. Installation
5. Supervision consultant

Issues for your consideration

1. Unique, challenging countries
 - Experts with regional experience (incl. language)
 - Keep up with developments in the region
2. Weak planning, implementing capacity
 - Project preparation at times start from scratch
 - Comprehensive support required
 - Need to be flexible
3. 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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The logo for the Asian Development Bank (ADB), consisting of the letters "ADB" in white serif font on a dark blue square background.

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