

BUSINESS
OPPORTUNITIES
FAIR



ADB Headquarters, Manila, Philippines



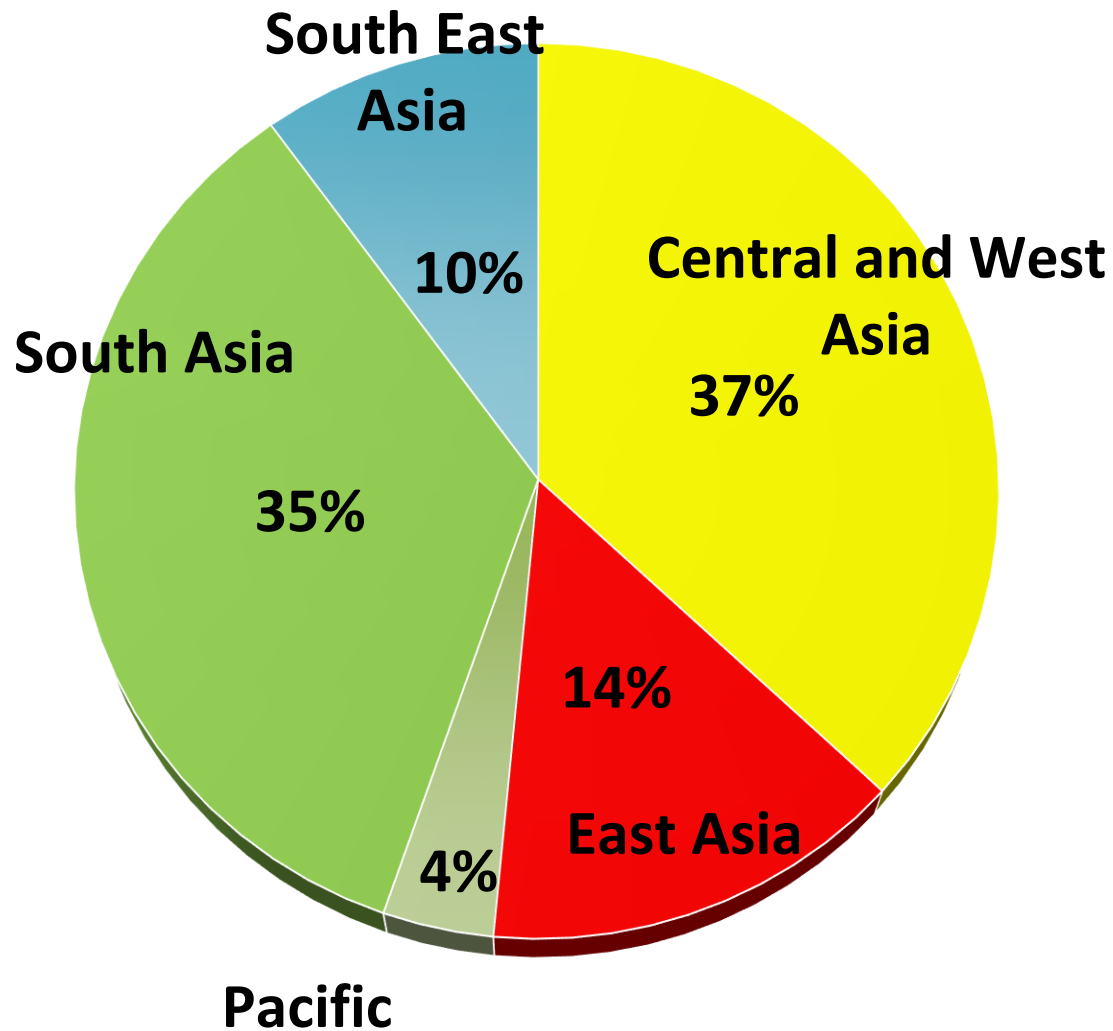
7th ADB Business Opportunities Fair

Director, Transport Central and West Asia
Xiaohong Yang
17 March 2016

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ADB

Contributions to ADB transport lending in 2015



Strategic Focus

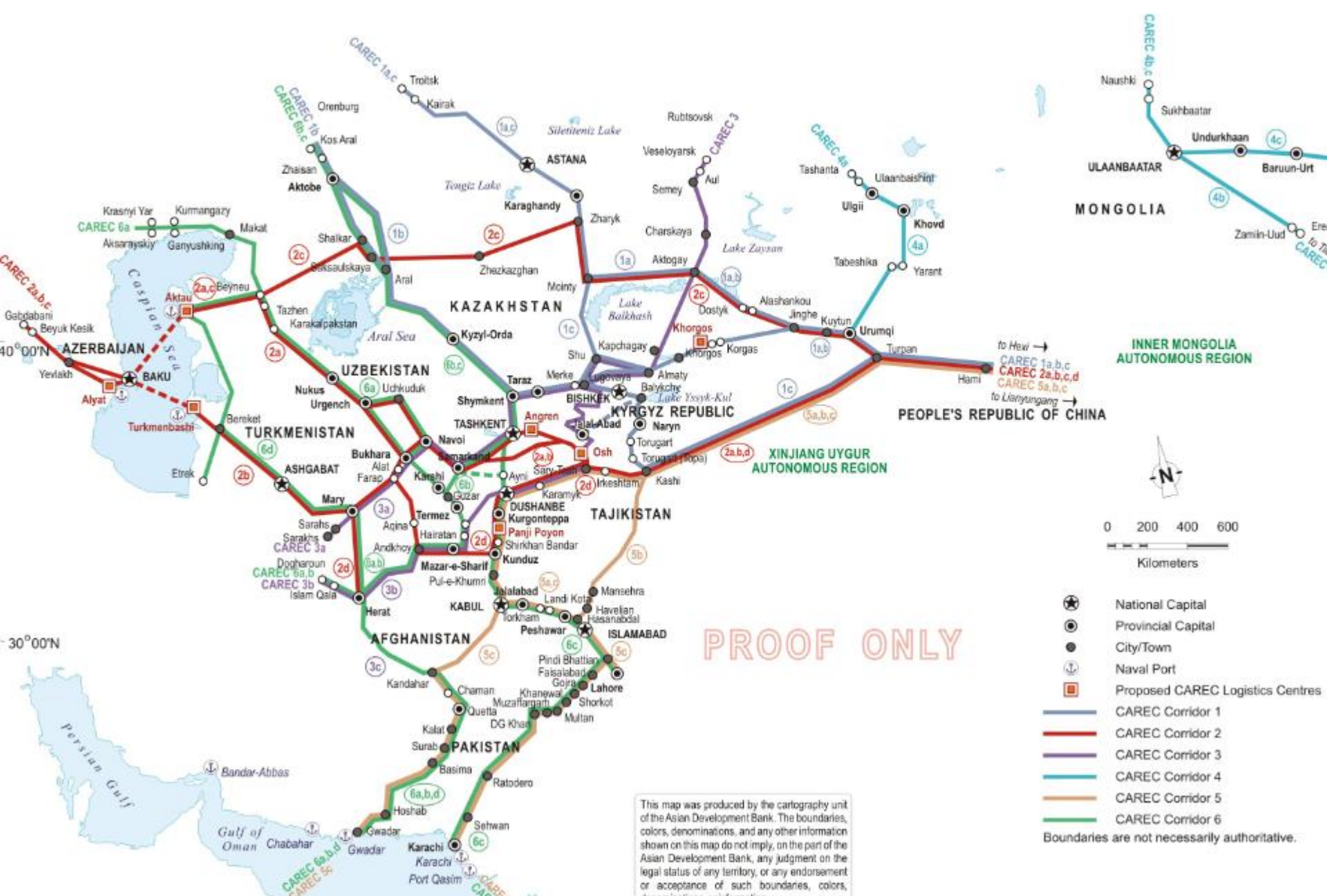
- Strengthen domestic, intraregional, and interregional connectivity to promote **CAREC regional connectivity**
- Support policy and institutional reforms to encourage **private sector participation** and improve governance

60°00'E

100°00'E

40°00'N

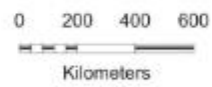
30°00'N



PROOF ONLY

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- ★ National Capital
 - Provincial Capital
 - City/Town
 - ⚓ Naval Port
 - ▣ Proposed CAREC Logistics Centres
 - CAREC Corridor 1
 - CAREC Corridor 2
 - CAREC Corridor 3
 - CAREC Corridor 4
 - CAREC Corridor 5
 - CAREC Corridor 6
- Boundaries are not necessarily authoritative.



Transport and Communication Sector Lending Program (\$'million)

	Country	Project Name	ADB	Co-financing	Total
2016 to 2017					
1	AFG	Preparing the CAREC 5 & 6 (Salang Corridor Project)	15.45	14.55	30.00
2	AFG	Road Asset Management Project	26.50	33.50	60.00
3	ARM	Armenia to Georgia Regional Border Road Project (M6 Improvement Project)	46.00	54.00	46.00
4	AZE	Railway Sector Development Program	800.00		800.00
5	GEO	East-West Road Corridor (Batumi Bypass) Project	125.00	125.00	250.00
6	KAZ	CAREC Corridors 1 and 6 Connector Road (Aktobe-Makat) Improvement Project	350.00	273.00	623.00
7	KGZ	CAREC Cooperation Corridors 1 and 3 Connector Road Project	35.00	32.00	67.00
8	PAK	National Motorway M-4 Gojra-Shorkot Section Project - Additional Financing	100.00	140.00	240.00
9	TAJ	CAREC Corridors 2, 5 and 6 (Dushanbe–Kurgonteppa) Road Project	90.00	15.00	105.00
10	UZB	Kashkadarya Regional Road Project	200.00		200.00
TOTAL			1,788.05	687.05	3,700.00

Transport and Communication Sector Indicative Lending Program (\$'million)

Country		Project Name	OCR	ADF	Total
2017 to 2018					
1	GEO	Secondary Road Improvement Project	80.00		80.00
2	KAZ	MFF Transport Corridor Investment Program and other sections	585.00		200.00
3	KGZ	CAREC Corridors 1 and 3 Connector and Road Maintenance Project, Phase 2		50.00	50.00
4	PAK	CAREC Corridor Development Investment Program, Tranche 1	150.00		150.00
5	PAK	Provincial Roads (KP, M1–Chakdara)	100.00		100.00
6	UZB	Ferghana Valley Railway Electrification	120.00		120.00
7	TAJ	CAREC Corridors 2, 5, and 6 (Dushanbe–Kurgonteppa) Road Project (Phase 2)	46.00	20.00	66.00
8	GEO	East-West Highway Project	240.00		240.00
9	UZB	MFF Third CAREC Corridor Road Investment Program (Tranche 1)	100.00		100.00
TOTAL			1,421.00	50.00	1,491.00

Transport and Communication Sector Nonlending Products and Services (\$'000)

Country	Product Name	TA Type	Total
2016			
1	AZE Preparing Railway Investment Program	PPTA	1,000
2	GEO Preparing MFF2: Transport System Connectivity Program	PPTA	1,500
3	KAZ Performance-Based Road Maintenance Project	PPTA	600
4	KAZ Center-West Transport Corridor (Astana- Beineu)	PPTA	1,000
5	PAK Preparing Railway Development Project	PPTA	1,000
2017			
1	TAJ Road Development Project	PPTA	1,000
2	UZB Regional Airport Development	PPTA	1,500
3	KAZ Integrated Regional and Tourism Development	PPTA	1,600
4	UZB Regional Railway Development	PPTA	1,000
TOTAL			10,200

Opportunities

A. Direct with ADB

- Consulting services for project preparatory and advisory technical assistance
 - Firms (**average 3 to 5 contracts per year**)
 - Individuals
- Individual consultants, for example, for:
 - Procurement assistance
 - Analytical and advisory activities and studies. For example, railway reform

Opportunities

B. Direct with Countries in the Region

- Design – either thru national design consultant,
- Civil works [ranging between **\$35 to \$200 Million**, about **26 contracts from 2016 to 2017**].
- Equipment supply
- Installation [mostly for railway projects]
- Supervision consultants [**15 in 2016**]
- Project management consultants
- Individual consultants
 - Road safety audit
 - Road asset management
 - Railways

Forthcoming opportunity: AFG: Preparing the Central Asia Regional Economic Cooperation Corridors 5 and 6 (Salang Corridor Project)

- ADB supporting Afghanistan to construct an alternative tunnel to the decaying, dangerous, 50-year old tunnel, thus keeping this lifeline link open
- TA Grant of approx. \$30 million being processed for approval in 2016
- Consultancy services required to refine feasibility studies of several options and prepare detailed design
- Opportunities will be posted on:
<http://www.adb.org/projects/49229-003/main>
- ADB Contact: Ko Sakamoto (ksakamoto@adb.org) and Witoon Tawisook (wtawisook@adb.org)
- *Please help us in this historic endeavor in what is to be one of the largest engineering projects of our century!*



Existing opportunity:

PAK: Enabling Economic Corridors through Sustainable Transport Sector Development (Capacity Development Technical Assistance)

- ADB supporting Pakistan to support national transport policy and master plan development, transport facilitation, road safety and asset management.
- TA of approx. \$15 million approved in late 2015, financed by the Government of the United Kingdom
- Expert consultancy services (both firms and individuals) required.
- Opportunities are/will be posted on:
<http://www.adb.org/projects/49063-001/main>
- ADB Contact: Ko Sakamoto (ksakamoto@adb.org)

Be part of a common journey to support Pakistan's transport sector more coordinated, efficient, safe and sustainable!



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Important Factors for Selection

❑ Civil Works/Equipment/EPC Contract

- Technical qualification
- Financial capacity
- 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

Opportunities

□ Consulting Services

- Feasibility study (engineering, economic, financial, social, environmental)
- Detailed engineering design
- Construction supervision
- Capacity development (road safety, road asset management, railways, technical specifications, contract managements etc)
- Cross-border trade facilitation

□ Civil Works and Equipment

- Road construction, reconstruction, rehabilitation, and performance based maintenance
- Rail track construction, reconstruction, rehabilitation, and maintenance
- Locomotives and rolling stock
- Rail electrification, signaling, and communication system

Issues for your consideration

❑ **Unique, challenging countries**

- Experts with regional experience (incl. language) and full knowledge and expertise in FIDIC GCC
- Keep up with developments in the region
- Shorter working season, larger financial cash flow

❑ **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 and ADBBO

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

Xiaohong Yang
Director, CWTC
Email: xyang@adb.org

