



BUSINESS OPPORTUNITIES FAIR



Asian Development Bank Headquarters, Manila, Philippines

8th ADB Business Opportunities Fair

Environment, Natural Resources and Agriculture --- Southeast Asia

By: Marco Leidel

22 March 2017

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Outline

- ✓ **Country Coverage**
- ✓ **Sector Strategy**
- ✓ **Priority Areas**
- ✓ **Current (2017) and Future Opportunities (2017-2019)**

Country Coverage: Six Countries



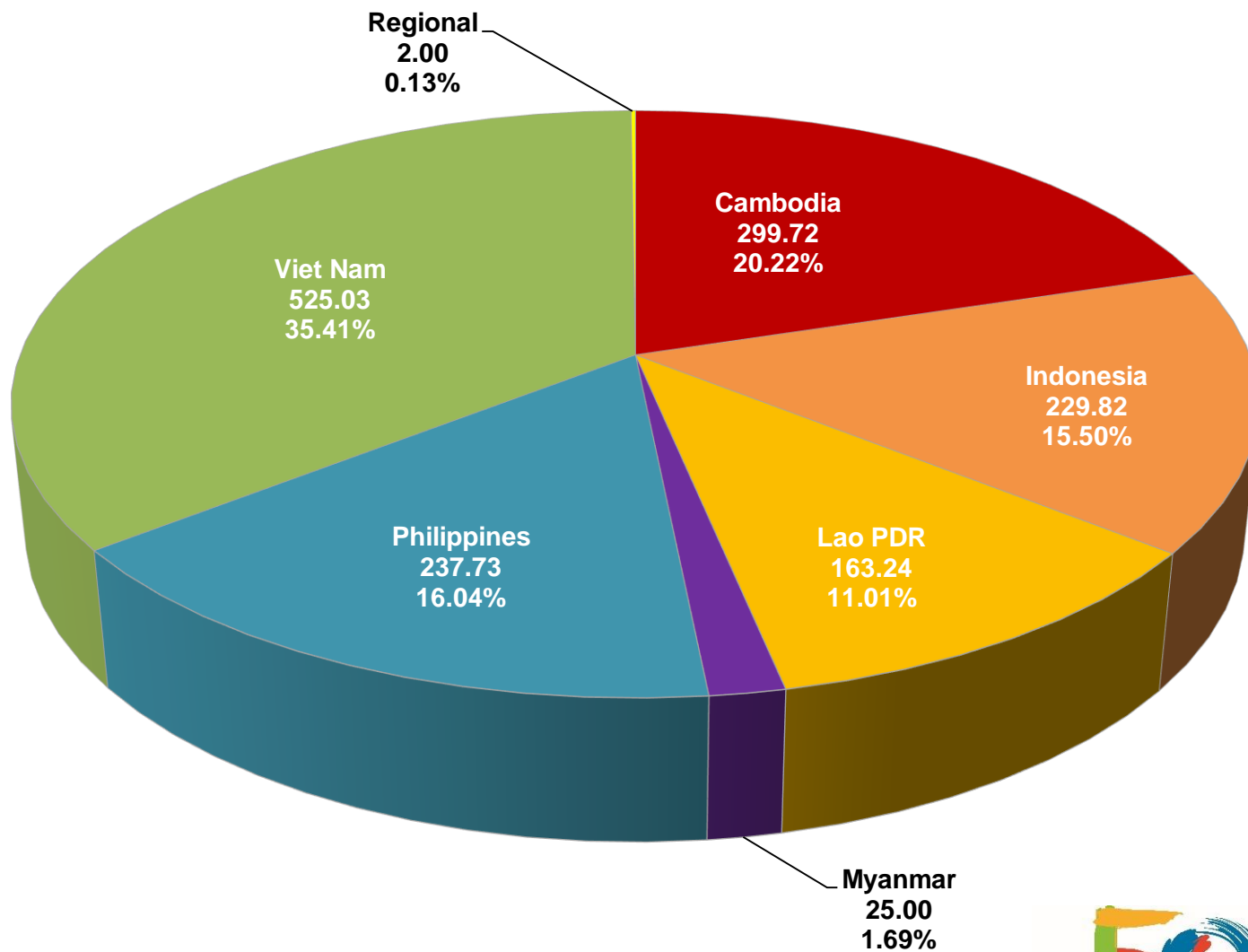
Sector Strategy

- ✓ **Country Partnership Strategy &**
- ✓ **Country Development Plans**

- ✓ Protect, maintain and improve productive potential and performance of the **Natural Capital Assets** for inclusive economic growth



ANR 2017 Portfolio
[\$1,482.54 million]



One ADB

**From HQ =>
SEER**

**\$619.03 m Loans
\$50.91 m Grants
\$88.03 m TAs**

**Delegated =>
RMs**

**\$621.79 m Loans
\$190.82 m Grants
\$15.54 m TAs**

Ongoing Projects

No.	Project Title	Approval No.	Country	Approval Date	Closing Date	Amount Remained to Contract (\$ mil)
1	Flood Management in Selected River Basins Sector Project	L3440	INO	30-Sep-16	30-Jun-23	108.7
2	Community-Focused Investments to Address Deforestation and Forest Degradation	G0501	INO	30-Sep-16	20-Jun-22	17.0
3	Enhancing Rural Livelihoods and Incomes	JFPR9174	MYA	11-Dec-13	31-Dec-17	8.89
4	Emergency Support for Chin State Livelihoods Restoration	G9185	MYA	22-Apr-16	31-Oct-19	8.86
5	Irrigated Agriculture Inclusive Development Project	L3477	MYA	28-Nov-16	30-Jun-24	73.0

Ongoing Projects

No.	Project Title	Approval No.	Country	Approval Date	Closing Date	Amount Remained to Contract (\$ mil)
6	Agrarian Reform Communities Project II	L2465/L8238	PHI	27-Oct-08	30-Jun-17	32.16
7	Integrated Natural Resources and Environmental Management Project	L2957/L8266/ G0324/G0235	PHI	03-Dec-12	31-Dec-20	113.81
8	Agribusiness Development Assistance for Smallholders in Mindanao	JFPR9169	PHI	11-Dec-12	28-Feb-21	2.0
9	Development of the Northern Chu and Southern Ma Rivers Irrigation System Project	L2828	VIE	12-Dec-11	31-Dec-17	15.53
10	Coastal and Marine Resources Management in the Coral Triangle - Southeast Asia	JFPR9160	REG	02-Nov-11	31-Dec-17	1.56
Total						381.51

Lending Pipeline, 2017

No.	Type	Country	Project Name	Amount	Source	Mission Leader
1	Loan	CAM	Climate-Friendly Agribusiness Value Chains Sector Project	90.00	ADF	A Srinivasan
				45.00	Cofin	
2	Loan	CAM	Tonle Sap Poverty Reduction and Smallholder Development Project	45.47	COL	T Dang
				4.53	ADF	
3	Loan	INO	Integrated Participatory Development and Management of Irrigation Program	500.00	OCR	E Quincieu
				228.00	Cofin	
4	Grant	LAO	Northern Rural Infrastructure Development Sector Project (additional financing)	35.60	ADF	D Salter
5	Grant	LAO	Climate-Friendly Agribusiness Value Chains Sector Project	20.00	ADF	A Srinivasan
				10.00	Cofin	
6	Loan	VIE	Basic Infrastructure for Inclusive Growth in Northeast Provinces Sector Project	50.00	OCR	D Salter/Huong (VRM)
				150.00	COL	
7	Loan	VIE	Basic Infrastructure for Inclusive Growth in Provinces of Nghe An, Ha Tinh, Quang Binh and Quang Tri Provinces	50.00	OCR	D Salter/Huong (VRM)
				97.00	COL	
Total				1,325.60		

ADF = Asian Development Fund; Cofin = Cofinancing; COL = concessional OCR lending; OCR = ordinary capital resources

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



Lending Pipeline, 2018

No.	Type	Country	Project Name	Amount	Source	Mission Leader
1	Loan	CAM	Irrigated Agriculture Improvement Program (MFF, Tranche 1)	75.00	COL	R Farrukh
2	Loan	INO	Enhanced Water Security Investment Project	300.00	OCR	E Quincieu
				50.00	Cofin	
3	Loan	INO	Aquaculture Sector Development Program	200.00	OCR	E Quincieu
4	Grant	LAO	Sustainable Rural Infrastructure and Watershed Management Project	20.00	ADF	D Salter
				20.00	Cofin	
5	Loan	MYA	Climate-Friendly Agribusiness Value Chains Sector Project	20.00	COL	A. Srinivasan
				20.00	Cofin	
6	Loan	PHI	Enhancing Rural Enterprise and Rural Employment Program	200.00	OCR	S Teoh
7	Loan	VIE	Water Efficiency Improvement for Drought Affected Provinces	100.00	COL	S Ranawana
				20.00	OCR	
Total				1,025.00		

ADF = Asian Development Fund; Cofin = Cofinancing; COL = concessional OCR lending; OCR = ordinary capital resources

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Lending Pipeline, 2019

No.	Type	Country	Project Name	Amount	Source	Mission Leader
1	Loan	CAM	Value Chain Infrastructure Investment Project	60.00	COL	T Dang
2	Loan	INO	Integrated Participatory Development and Management Program II	400.00	OCR	E Quincieu
3	Loan	LAO	GMS East–West Economic Corridor Agriculture Infrastructure Sector Project (additional financing)	40.00	COL	D Salter
				20.00	Cofin	
4	Loan	PHI	Lake Laguna Flood Management/Integrated Water Resource Program	400.00	OCR	E Quincieu
Total				920.00		

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Nonlending Pipeline, 2017

No	Country	Project Name	Amount	Source	Mission Leader
1	CAM	PPTA: Irrigated Agriculture Improvement Program	2.00	TASF	R Farrukh
2	CAM	PPTA: Value Chain Infrastructure Investment Project	1.50	JFPR	T Dang
3	VIE	CDTA: Enhancing Agricultural Competitiveness in Viet Nam (former name: Supporting Agriculture Restructuring in Viet Nam)	1.50	JFPR	S Ranawana
4	LAO	PPTA: Sustainable Rural Infrastructure and Watershed Conservation Project	1.50	JFPR	M Leidel
Total			6.50		

CDTA = capacity development technical assistance; JFPR = Japan Fund for Poverty Reduction; PPTA = project preparatory technical assistance; TASF = Technical Assistance Special Fund

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



Nonlending Pipeline, 2018

No	Country	Project Name	Amount	Source	Mission Leader
1	CAM	CDTA: Capacity Building for Irrigated Agriculture Improvement Program	1.00	TASF V	R Farrukh
2	INO	CDTA: Improving Aquaculture Logistics Chain Capability	2.00	TF	E Quincieu
3	LAO	PPTA: GMS East-West Economic Corridor Agriculture Infrastructure Sector Project (additional financing)	1.00	TASF	D Salter
4	MYA	PPTA: Economic Corridor Agribusiness Development	0.75	TASF V	P Ramachandran
5	PHI	CDTA: Strengthening Capacity for Implementing the Rural Enterprise and Rural Employment Program	0.80	TASF	S Teoh
6	REG	PATA: Development of Core Agriculture Support Program III	0.50	TASF	P Ramachandran
			13.50	Cofin	
7	VIE	PPTA: Rural Business Commercialization and Competitiveness Enhancement Sector Program	0.80	TASF	S Ranawana
Total			20.35		

CDTA = capacity development technical assistance; Cofin = Cofinancing; JFPR = Japan Fund for Poverty Reduction; PATA = policy and advisory technical assistance; PPTA = project preparatory technical assistance; TASF = Technical Assistance Special Fund; TF – Trust Fund

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



Nonlending Pipeline, 2019

No	Country	Project Name	Amount	Source	Mission Leader
1	INO	CDTA: Improving Aquaculture Logistics Chain Capability	2.00	JFPR	E Quincieu
2	LAO	PPTA: Northern Agribusiness Infrastructure Development	0.75	TASF	D Salter
Total			2.75		

CDTA = capacity development technical assistance; JFPR = Japan Fund for Poverty Reduction; PPTA = project preparatory technical assistance; TASF = Technical Assistance Special Fund

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Areas of Business Opportunity

[Total 2017 Contract Awards Projection: \$124 m]

Civil Works

- Irrigation facilities
- Post-harvest facilities
- Rural infrastructure
- Riverbank protection, flood protection embankments

Supply of Goods/Equipment/Materials

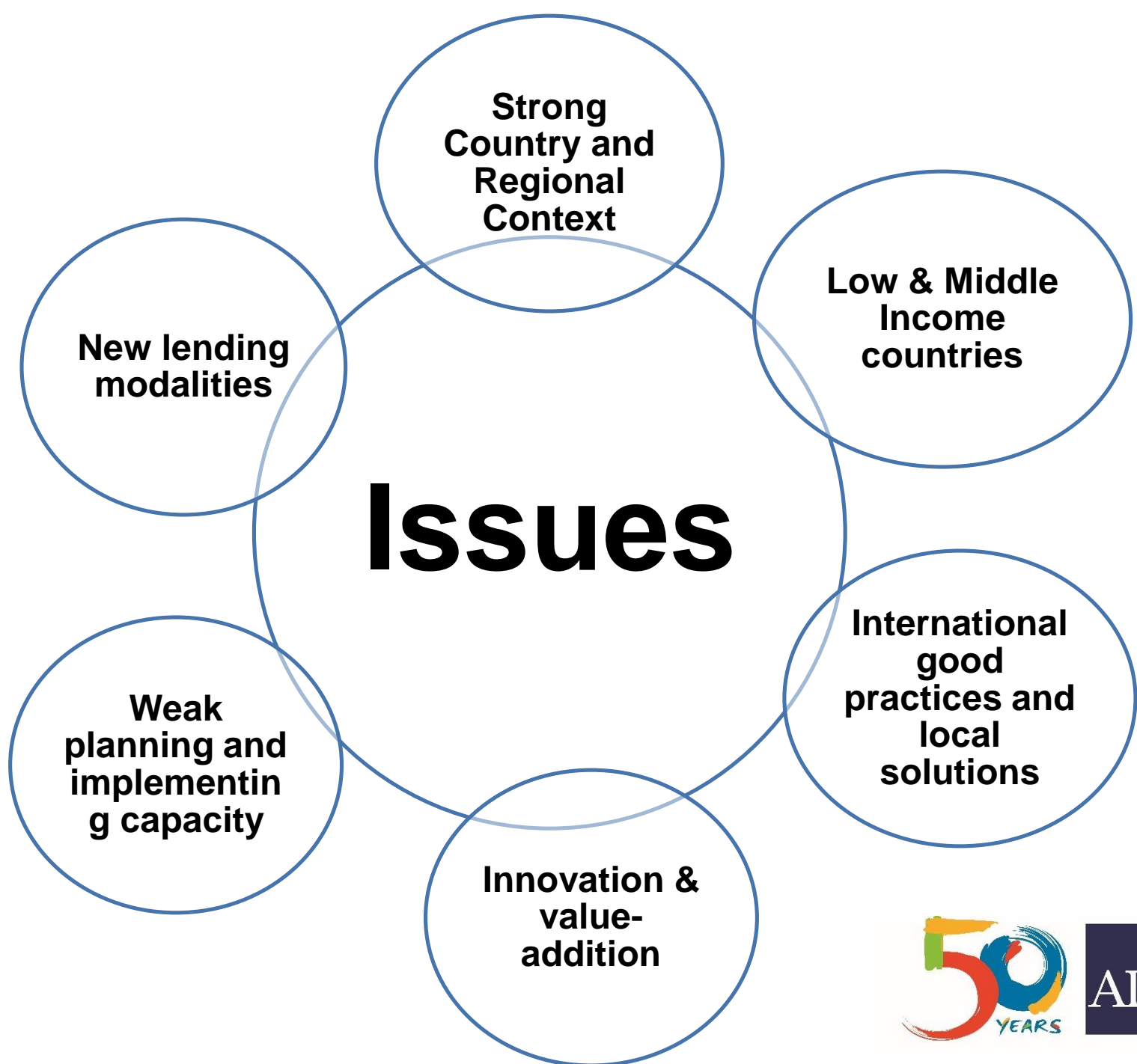
- Computers, office equipment, laboratory equipment, agricultural production equipment, vehicles
- Seedlings for reforestation and rehabilitation

Consulting Services (Firm/Individual)

- Project preparation
- Detailed engineering designs
- Implementation management
- Construction supervision
- Safeguards
- Audit
- Value chain logistics



ADB



Contact person:

Marco Leidel

Natural Resources Specialist, SEER

mleidel@adb.org

