



BUSINESS OPPORTUNITIES FAIR



Asian Development Bank Headquarters, Manila, Philippines

8th ADB Business Opportunities Fair

CENTRAL AND WEST ASIA DEPARTMENT

Public Management, Financial Sector and
Trade Division

By: Rainier Hartel, CWPF

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CWPF Ongoing Activities

Countries	Country Activities
Afghanistan	Public Management Support (TA)
Armenia	Public Sector and Financial Management; SME finance; investment promotion (TA)
Azerbaijan	Public Sector and Financial Management
Georgia	Public Sector and Financial Management; PPP Support (TA)
Kazakhstan	SME Finance
Kyrgyz republic	Investment Climate; PPP Support (TA)
Pakistan	SOE Reforms; PPP Support
Tajikistan	Investment Climate
Turkmenistan	Preparation for SME Finance
Uzbekistan	SME Finance; Housing Finance

Key Activity Areas

Public Sector Management	Financial Sector	Private Sector
<ul style="list-style-type: none">• Public Sector and Financial Management• SOE Reforms	<ul style="list-style-type: none">• Housing Finance• Capital Markets• MSME Finance and Development• Financial Inclusion• Islamic Finance	<ul style="list-style-type: none">• Investment Climate• Environment for Public-Private Partnerships
<p>Cross-cutting Themes</p> <p>Gender and Inclusion</p> <p>Governance/Capacity Development</p>		

Lending Pipeline, 2017

Country	Project/Program	Amount
ARM	Financial Markets Development Program, SP1	\$30 million
AZE	Improving Governance and Public Sector Efficiency Program, SP1	\$300 million
PAK	Supporting Development of Public Infrastructure Sector Development Program	\$200 million
PAK	PPP in Punjab	\$100 million
PAK	Privatization of State-Owned Enterprises Reform Program, SP2	\$300 million
TKM	Small and Medium-Sized Enterprise Finance Project	\$50 million
UZB	Affordable Rural Housing	\$500 million

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



Lending Pipeline, 2018

Country	Project/Program	Amount
ARM	Financial Markets Development Program, SP2	\$30 million
AZE	Improving Governance and Public Sector Efficiency Program, SP2	\$300 million
GEO	Strengthening Public Sector Efficiency and Capital Markets, SP1	\$100 million
KGZ	Investment Climate and Financial Inclusion Program, SP3	\$35 million
TAJ	Investment Climate Program, SP3	\$20 million
TAJ	Financial Sector Development Project	\$30 million

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



Nonlending Portfolio, 2016

Country	TA Title	Amount
AFG	Public Management Support	\$1,500,000
ARM	Infrastructure Sustainability Support	\$500,000
AZE	Improving Public Sector Efficiency	\$1,200,000
GEO	Development for PPPs	\$500,000
KAZ	Strengthening MSME Finance	\$500,000
KGZ	Strengthening Enabling Environment for PPPs	\$1,000,000
KGZ	Second Investment Climate Improvement	\$1,100,000
PAK	Enhancing PPPs in Pakistan (Sindh)	\$4,750,000
TAJ	Investment Climate Reforms	\$1,600,000
UZB	Strengthening Participating Financial Institutions	\$500,000

Note: Consulting opportunities are announced in Consultant Management System (CMS).



Nonlending Pipeline, 2017-2018

Country	TA Title	Amount
ARM	Financial Markets Support	\$500,000
GEO	Support to Strengthening Public Efficiency and Capital Markets	\$1,000,000
KGZ	Financial Inclusion Support	\$500,000
PAK	Public Infrastructure Financing Support	\$1,500,000
PAK	Enhancing PPPs in Punjab	\$3,900,000
TKM	Small and Medium-Sized Enterprise Finance Support	\$750,000

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



Opportunities/Issues for Consideration

Consulting Services opportunities exist in all of our Projects and TAs

What do we look for, how can you stand out?

- Country/region experience
- ADB experience, knowing processes and documents helps
- Language can be very helpful
- Experience in similar types of projects/programs (eg. FILs or due diligence in finance sector)
- Flexibility – eg. mission dates move and we need to be able to adapt
- Applications should be clear on previous relevant work, respond directly to the ToR not with generic information

Contact person:

Rainer Hartel

Director CWPf

rhartel@adb.org

