



BUSINESS OPPORTUNITIES FAIR



Asian Development Bank Headquarters, Manila, Philippines

8th ADB Business Opportunities Fair Urban and Water Sector, East Asia Region

Linh Le

Urban Development Specialist, EASS

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People's Republic of China Strategy

- Alignment with the 13th Five-Year Plan, New-Type Urbanization Plan, and Country Partnership Strategy 2016-2020 for PRC
- Policy dialogue at national level through strategic policy and advisory TAs on key topics (e.g., climate change, urban-rural integration, city-cluster planning and cooperation)
- Multisector flagship projects: “Beijing–Tianjin–Hebei”, “Yangtze River Economic Belt”, “Regional Cooperation”, “Carbon Peaking”, “Green Finance”, ‘Northeast Revitalization in Heilongjiang’
- Individual (replicable) projects that contribute to regional cooperation, urban redevelopment for lagging industrial towns, and urban–rural development; reduce carbon footprint; control pollution; and enhance climate change resilience
- Joint initiatives with social sector (elderly care), financial sector (FI components), and environment sector (environment protection)

Mongolia Strategy

- National urban sector assessment
- Policy dialogue and capacity building on urban planning and strategic urban development
- Continuous support for redevelopment and upgrading of *ger* (provincial) areas and affordable housing in Ulaanbaatar (innovative financing mechanisms)
- Second-tier cities development

Lending Pipeline, 2016-2018

Total Lending (\$ million)				Water and other urban infrastructure and services (\$ million)		
<u>Year</u>	<u>No. of loans</u>	<u>Country</u>	<u>Amount</u>	<u>No. of loans</u>	<u>Country</u>	<u>Amount</u>
2016	1	MON	19.43	1	MON	19.43
	2	PRC	200.00	1	PRC	150.00
			219.43			169.43
2017	3	MON	141.40	1	MON	66.40
	4	PRC	860.00	2	PRC	460.00
			1,001.40			526.40
2018	2	MON	100.00	2	MON	100.00
	6	PRC	730.00	3	PRC	450.00
			830.00			550.00
Total	18		2,050.83	10		1,245.83

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

Nonlending Pipeline, 2016-2018

Total Technical Assistance (\$ million)				Water and other urban infrastructure and services (\$ million)		
<u>Year</u>	<u>No. of TAs</u>	<u>Country</u>	<u>Amount</u>	<u>No. of TAs</u>	<u>Country</u>	<u>Amount</u>
2016	2	MON	1.800	1	MON	1.000
	7	PRC	5.450	2	PRC	1.150
			7.250			2.150
2017	3	MON	2.700	1	MON	1.500
	10	PRC	5.495	5	PRC	2.800
			8.195			4.300
2018	5	MON	5.000	1	MON	1.500
	10	PRC	4.060	8	PRC	3.460
			9.060			4.960
Total	37		24.505	18		11.410

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



Opportunities: Loan Processing

- Project Preparatory TA (PPTA) – expected to advertise in Q2 2017
 - MON: Mongolia Secondary Cities and Soum Centers Development Program (60m)
 - PRC: Yunnan Lincang Border Economic Cooperation Zone Infrastructure Comprehensive Development (250m)
 - PRC: Elderly Care PPP Promotion Demonstration (100m)
 - PRC: Jilin Yangji Urban Development (130m)
 - PRC: Support for Sustainable and Inclusive Industrial Transformation of Yangtze River Economic Belt (Phase II) (200m)

Opportunities: Loan Administration

Package #	General Description	Estimated Value	Method	Advertisement Date
Loan 3168-PRC: Hubei Huanggang Urban Environment Improvement				
HTA-2.1	Public awareness campaigns and education for solid waste management	100,000	CQS	2017
HTA-3.4	Water quality model and Xingfu catchment water pollution management plan	300,000	QCBS	2017
Loan 3262-PRC: Xinjiang Akesu Integrated Urban Development and Environment Improvement				
CSS-EV01	External environment monitoring	60,000	ICS	Q1 / 2017
Loan 3281-PRC: Jiangxi Pingxiang Integrated Rural-Urban Infrastructure Development				
CS2	External social and resettlement monitoring services	200,000	CQS	Q1 / 2017
CS3	External environment monitoring services	200,000	CQS	Q1 / 2017
Loan 3443-PRC: Qinghai Haidong Urban-Rural Eco Development				
HD-CB-CS1	Project implementation and institutional strengthening support	2,305,000	QCBS	Q1 / 2017
HD-CB-CS2	External resettlement and social monitoring	145,000	CQS	Q1 / 2017
HD-CB-CS4	Climate-resilient water resources management planning support	225,00		Q3 / 2017
HD-CB-CS5	Wetland O&M and forest management support	210,000	CQS	Q2/2018
Project 45007-005-MON: MFF:Ulaanbaatar Urban Services & Ger Areas Devt Investment Program - Tranche 2				
TS-CS01	Detailed engineering design and supervision	4,960,000	QCBS	Q2 / 2017
TS-CS02	Institutional strengthening and capacity building	3,660,000	QCBS	Q2 / 2017



Opportunities: Nonlending TA

- **2017 TAs**
 - PRC: Research on Abandoned Industrial and Mining Land Reclamation – Facing Ecological Civilization
 - PRC: Guidelines and Pilots/Mainstreaming/Upscaling for Urban Adaptation to Climate Change
- **2018-2019 TAs**
 - PRC: Research on Carbon Emission Methodology and Management Policies for Organic Municipal Solid Waste Treatment and Disposal in China
 - PRC: Research and Application of the Optimization Technology of City Emergency Management
 - PRC: Study on Operational Diagnoses and Management Policies of Solid Waste Incineration Plants in China
 - PRC: Rural Space Optimization and Cultural Heritage Protection in Rapid Urbanization Process
 - PRC: Study on Guangxi Laibin GMS Cooperation
 - PRC: Interactive Mechanism Innovation and Policy Research for Population Source Environment and Economic Development in Beijing
 - PRC: Research on Innovative Development Mechanism of Construction Industrialization in Chongqing
 - PRC: Strategy Research of Water Supply Security in New Urbanization Process



Issues for your consideration

- Understanding the local context, key stakeholders and their roles, and challenges, domestic project approval procedures,
- Strong technical design capacity and multi-sector integration required by consultant team
- More multi-sector project assignments, like integrated infrastructure, green infrastructure, urban/water sector + social/financial sectors, need to bring innovation and unique ideas solving specific challenges on the ground
- Detailed proposal according to guidelines
- Team leader – strong on both management and technical skills, with ADB knowledge
- Commitment to quality and on-time delivery

Contact person:

Linh Le

Urban Development Specialist

lle@adb.org

