



BUSINESS OPPORTUNITIES FAIR



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8th ADB Business Opportunities Fair

Water and Urban Development Sector

South Asia Department

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Region/Country Strategy

South Asia Department

- ❖ 6 countries: Bangladesh, Bhutan, India, Maldives
Nepal, Sri Lanka
- ❖ Priority Investment Areas
 - Easing infrastructure constraints
 - Promoting economic corridor development
 - Providing climate and disaster resilient infrastructure and services to sustain development and reduce adverse impacts



Strategies and Priorities:

- Improving water utility coverage and performance
 - 24x7
 - NRW reduction
 - Increase coverage
 - Corporatization
- Integrated infrastructure and service delivery
 - Water supply, sewerage, drainage, solid waste
 - Transport-roads, bus terminals, bridges and flyovers
 - Slum improvement and community infrastructure
- Urban management and policy
 - Institutional reform: increase revenues- property taxes, user fees, billing and collection
 - Financial management- accrual based accounting, computerization
 - Climate resilience
 - Economic Corridor

Lending Pipeline, 2017-2019

Project Name	Country	Type	Amount (US\$ M)	Contact
2017				
Third Urban Governance & Infrastructure Improvement Project (additional financing)	BAN	Loan	200.0	Alexandra Vogl
Secondary Towns Urban Development Project	BHU	Loan	20.0	Shinjini Mehta
Madhya Pradesh Urban Services Improvement Project	IND	Loan	275.0	Jingmin Huang
Delhi Water Supply Improvement Investment Program		MFF T1	290.0 145.0	Manoj Sharma
Smart Cities Infrastructure Investment Program		MFF T1	500.0 200.0	Sanjay Joshi
Regional Urban Development Project	NEP	Loan	70.0	Vivian Castro-Wooldridge
Jaffna and Kilinochchi Water Supply Project (additional financing)	SRI	Loan	120.0	Jingmin Huang

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



Lending Pipeline, 2017-2019

Project Name	Country	Type	Amount (US\$ M)	Contact
2018				
City Region Development Investment Program	BAN	Loan	200.0	Mingyuan Fan
State Level Support for National Flagship Urban Program	IND	MFF T1	500.0 150.0	Ron Slangen
Kolkata Environmental Improvement Investment Program	IND	T3	100.0	Neeta Pokhrel
Karnataka Integrated Urban Water Management Investment Program	IND	T2	75.0	Akira Matsunaga
Bihar Urban Development Investment Program	IND	T2	70.0	Mingyuan Fan
Infrastructure Development Investment Program	IND	T4	39.2	Ron Slangen

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Lending Pipeline, 2017-2019

Project Name	Country	Type	Amount (US\$ M)	Contact
2018				
Assam Urban Infrastructure Development Investment Program	IND	T2	149.0	Sanjay Joshi
West Bengal Water Supply Improvement Project	IND	Loan	325.0	Neeta Pokhrel
Rajasthan Urban Sector Development Program	IND	Prog	125.0	Manoj Sharma
Visakhapatnam-Chennai Industrial Corridor Development Program	IND	T2	255.0	Manoj Sharma
Ministry of Housing & Urban Poverty Alleviation	IND	Loan	200.0	Sanjay Joshi
Rajasthan Urban Sector Dev Program IV	IND	Loan	250.0	Manoj Sharma
Madhya Pradesh Urban Services Improvement Investment Program (additional financing)	IND	Loan	300.0	Jingmin Huang

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Lending Pipeline, 2017-2019

Project Name	Country	Type	Amount (US\$ M)	Contact
2018				
Greater Male Environ Improvement and Waste Management Project	MLD	Loan	50.0	Ron Slangen
Regional Urban Development Project	NEP	Loan	150.0	Vivian Castro-Wooldridge
2019				
Dhaka Water Supply and Sewerage	BAN	Loan	150.0	Akira Matsunaga
Kolkata Environ Improvement Investment Program III	IND	Loan	400.0	Neeta Pokhrel
Gujarat Smart Cities	IND	Loan	200.0	Sanjay Joshi
Maharashtra Smart Cities	IND	Loan	100.0	Sanjay Joshi
Madhya Pradesh Smart Cities	IND	Loan	TBD	Jingmin Huang

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Lending Pipeline, 2017-2019

Project Name	Country	Type	Amount (US\$ M)	Contact
2019				
Visakhapatnam- Chennai Industrial Corridor Development Program – PBL	IND	Loan	62.5	Manoj Sharma
Greater Colombo Water & Wastewater Management Improvement Investment- (additional financing)	SRI	Loan	180.0	Mingyuan Fan

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Nonlending Pipeline, 2017-2019

Project Name	Country	Type	Amount (US\$ M)	Contact
2017				
Support to Third Urban Governance and Infra Improv Proj (piggy-back)	BAN	TR-TA	0.750	Alexandra Vogl
Preparing Rajasthan Urban Sector Project IV	IND	TR-TA	0.750	Manoj Sharma
Capacity Building of Madhya Pradesh Urban (piggy-back)	IND	TR-TA	1.000	Jingmin Huang
Capacity Building of Delhi Jal Board (piggy-back)	IND	TR-TA	0.500	Manoj Sharma
Strengthening Climate Change Resilience in Urban India-Supporting Climate & Disaster Resilient Smart Urban Infra in West Bengal	IND	TR-TA	1.000 (UCCRTF)	Neeta Pokhrel

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Nonlending Pipeline, 2017-2019

Project Name	Country	Type	Amount (US\$ M)	Contact
2017				
Institutional and Management Strengthening for Water Supply and Sanitation in Kathmandu Valley	NEP	TR-TA	2.000	Vivian Castro-Wooldridge
Strengthening Capacity for Urban Planning and Investment Planning	NEP	TR-TA	1.000	Vivian Castro-Wooldridge
Jaffna Kilinochchi Water Supply Project –Addl Financing (piggy-back)	SRI	TR-TA	0.500	Jingmin Huang
2018				
Support to City Region Dev Investment Prog.	BAN	TR-TA	1.000	Mingyuan Fan
Housing Develop Investment Program (piggy-back)	IND	TR-TA	1.000	Sanjay Joshi
West Bengal urban Development Program	IND	TR-TA	1.000	Neeta Pokhrel

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Nonlending Pipeline, 2017-2019

Project Name	Country	Type	Amount (US\$ M)	Contact
2018				
Rajasthan Urban Sector Dev Prog IV (piggy-back)	IND	TR-TA	0.500	Manoj Sharma
Second Kathmandu Valley Water Supp Improv Program (piggy-back)	NEP	TR-TA	0.500	Vivian Castro-Wooldridge
2019				
Economic Corridor Development	NEP	TR-TA	1.400	Vivian Castro-Wooldridge
Greater Colombo Wastewater Mgt Proj-Addl Financing (piggy-back)	SRI	TR-TA	1.000	Mingyuan Fan

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Opportunities

A. Direct with ADB

- Consulting services for project preparatory and advisory technical assistance
 - Firms
 - Individuals
- Consulting services for project implementation
 - Firms (for example, engineering or institutional reform)
 - Individuals (for example, capacity building, procurement support or safeguards implementation)



Opportunities

B. Engagement with ADB clients in the Region

- Consulting services (Planning, Design and Construction Supervision)
- Civil works
- Civil works (Design-built-operation)
- Advisory services (Project Management Consultants)
- Capacity building
- Goods and/or equipment



Issues for your consideration

Unique, challenging countries

- Experts with regional experience (incl. language)
- Need of capable local partner(s)

Challenging barriers

- Project preparation from scratch with short period
- Weak implementing capacity
- Problem-solving oriented

Needs of diversity and dynamic changes

- Medium-term engagement (avoid frequent replacement)
- Propose new approaches (new technologies)
- Moving away from least cost analysis

We look forward to doing
business with you.

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