



BUSINESS OPPORTUNITIES FAIR



Asian Development Bank Headquarters, Manila, Philippines

9th ADB Business Opportunities Fair

Agriculture, Natural Resources and Rural
Development (ANR) Sector --- Southeast Asia

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ADB Southeast Asia Regional Department (SERD)

SERD Countries having ongoing operations

- **Cambodia**
- **Indonesia**
- **Lao PDR**
- **Myanmar**
- **Philippines**
- **Viet Nam**



Region/Country Strategy, 2018-2020

CAMBODIA

Agriculture value chain development; resilient rural infrastructure; natural resource management; climate change and disaster risk reduction

INDONESIA

Resilient rural infrastructure; water resource management

LAO PDR

Natural resource management; rural market infrastructure; climate change and disaster risk management

MYANMAR

Water resource management; irrigation system development; rural development; agro-industrial development

PHILIPPINES

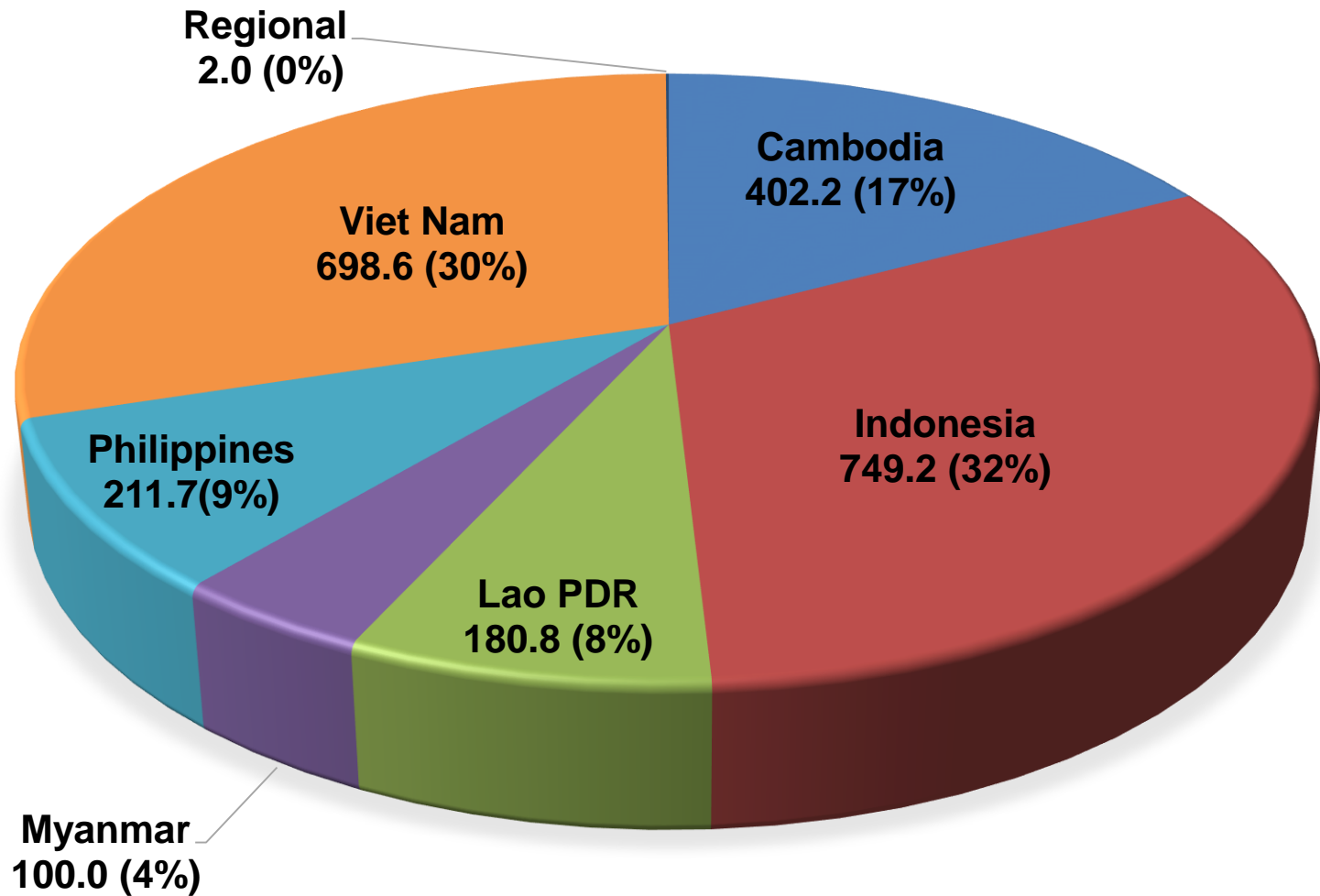
Natural resource management; sustainable communities through community-driven approach; agriculture value chains; climate resilience and disaster risk management

VIET NAM

Rural infrastructure development; water efficiency; rural business commercialization

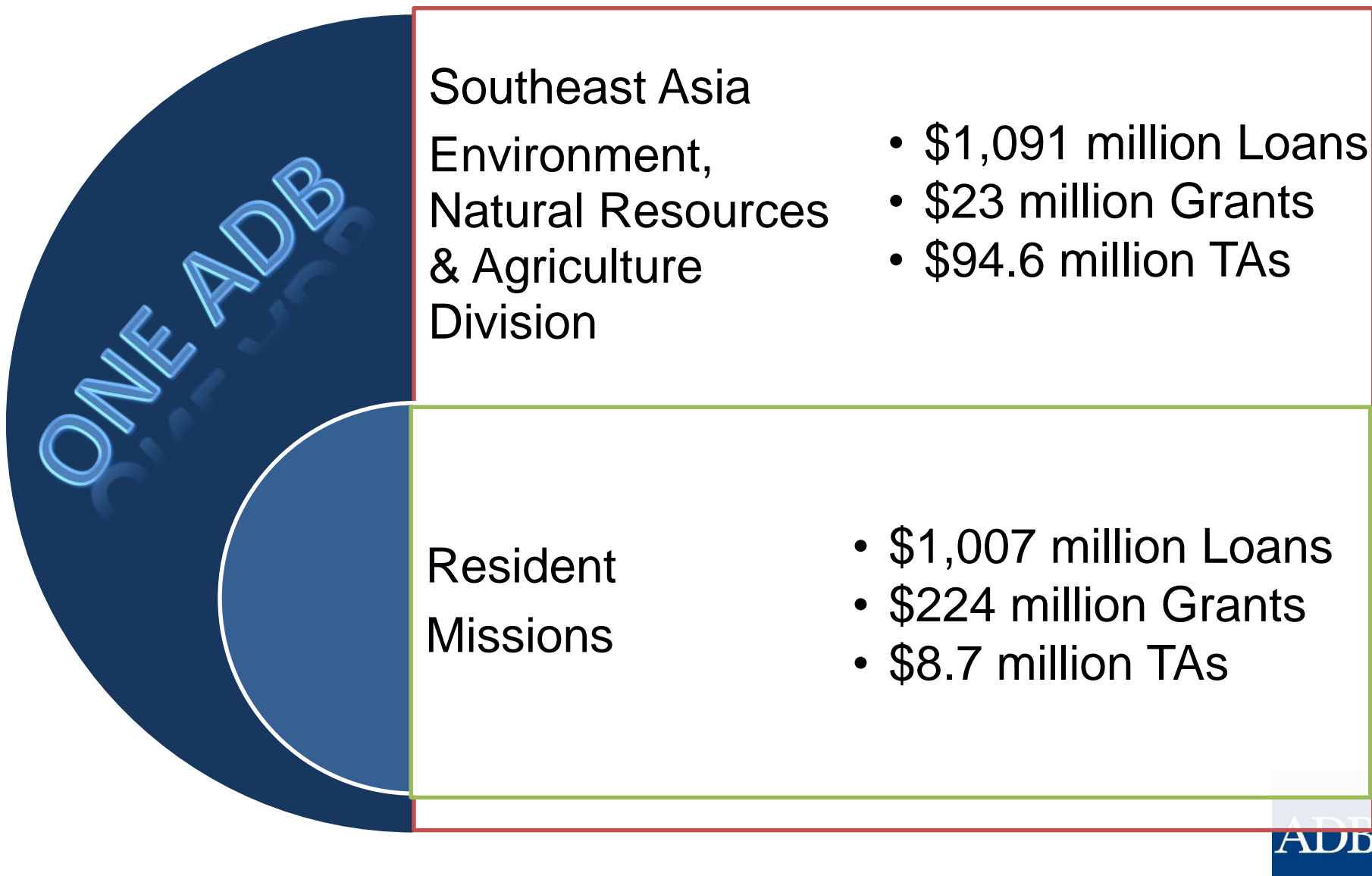
SOUTHEAST ASIA ANR 2018 PORTFOLIO

\$2,344.5 million
(as of 28 February 2018)



Southeast Asia ANR Portfolio by Administering Units

(as of 28 February 2018)



Southeast Asia ANR Portfolio by Country

(as of 28 February 2018)

Country	ONGOING				PLANNED (2018-2020)			
	LENDING		NON-LENDING		LENDING		NON-LENDING*	
	No. of Projects	Amount (\$ million)	No. of Projects	Amount (\$ million)	No. of Projects	Amount (\$ million)	No. of Projects	Amount (\$ million)
Cambodia	8	402.2	4	22.4	3	265.0	1	1.5
Indonesia	4	749.2	4	7.5	2	1,200.0	-	-
Lao PDR	6	180.8	1	2.0	3	147.2	-	-
Myanmar	4	100.0	4	9.4	2	257.5	-	-
Philippines	2	211.7	2	2.8	1	160.0	1	1.0
Thailand	-	-	1	1.0	-	-	-	-
Viet Nam	10	698.6	2	55.3	2	251.5	1	0.8
Regional	1	2.0	5	2.9	-	-	2	8.0
TOTAL	35	2,344.5	23	103.3	13	2,281.2	5	11.3

*Non-lending pipeline includes only SEER projects for 2018

ANR Sector Ongoing Projects

(as of 28 February 2018)

No.	Project Title	Approval No.	Country	Amount (\$ million)	Approval Date	Closing Date
1	Water Resources Management Sector Development Program	L2672/ L8253/ G0220	CAM	24.4	23-Sep-10	30-Jun-18
2	Greater Mekong Subregion (GMS) Flood and Drought Risk Management and Mitigation	L2970/ L8262/ G0330	CAM	42.6	12-Dec-12	30-Sep-19
3	GMS-Biodiversity Conservation Corridor	G0241/ G0246	CAM	26.4	10-Dec-10	30-Sep-19
4	Tonle Sap Poverty Reduction and Smallholder Development Project	G0186/ G0192/ L8243	CAM	40.1	8-Dec-09	28-Feb-18
5	Tonle Sap Poverty Reduction and Smallholder Development Project - Additional Financing	L3570/ G0542	CAM	50.0	25-Sep-17	31-Jul-23
6	Climate Resilient Rice Commercialization Sector Development Program	L3006/L3007/ L8271 G0349/G0350	CAM	77.8	27-Jun-13	31-Mar-20
7	Flood Damage Emergency Reconstruction Project	L3125	CAM	67.9	11-Apr-14	30-Jun-18

No.	Project Title	Approval No.	Country	Amount (\$ million)	Approval Date	Closing Date
8	Uplands Irrigation and Water Resources Management	L3289	CAM	61.2	24-Sep-15	30-Sep-21
9	Coral Reef Rehabilitation and Management-Coral Triangle Initiative Project	L3094/ G0379	INO	23.5	13-Dec-13	30-Jun-19
10	Flood Management in Selected River Basins Sector Project	L3440	INO	108.7	30-Sep-16	30-Jun-23
11	Community-Focused Investments to Address Deforestation and Forest Degradation	G0501	INO	17.0	30-Sep-16	20-Jun-22
12	Integrated Participatory Development and Management of Irrigation Program (Results-Based Lending)	L3529/ L8327	INO	600.0	18-May-17	30-Jun-23
13	GMS Flood and Drought Risk Management and Mitigation Project	G0316/ L2936	LAO	35.3	6-Nov-12	30-Sep-19
14	GMS Biodiversity Conservation Corridors	G0242	LAO	20.0	10-Dec-10	30-Sep-19

No.	Project Title	Approval No.	Country	Amount (\$ million)	Approval Date	Closing Date
15	GMS Biodiversity Conservation Corridors – Additional Financing	G0488	LAO	12.84	9-Aug-16	30-Jun-20
16	Greater Mekong Subregion East-West Economic Corridor Agriculture Infrastructure Project	L3024	LAO	56.76	20-Sep-13	30-Jun-22
17	Northern Smallholder Livestock Commercialization Project	L3198	LAO	20.3	24-Nov-14	31-Dec-21
18	Northern Rural Infrastructure Development Sector Project - Additional Financing	G0534	LAO	35.6	16-Jun-17	30-Jun-22
19	Enhancing Rural Livelihoods and Incomes	G9174	MYA	12.0	11-Dec-13	30-Sep-19
20	Economic Empowerment of the Poor and Women in the East-West Economic Corridor	G9184	MYA	3.0	15-Dec-15	30-Jun-20
21	Emergency Support for Chin State Livelihoods Restoration	G9185	MYA	10.0	22-Apr-16	31-Oct-19

No.	Project Title	Approval No.	Country	Amount (\$ million)	Approval Date	Closing Date
22	Irrigated Agriculture Inclusive Development Project	L3477	MYA	75.0	28-Nov-16	30-Jun-24
23	Agrarian Reform Communities Project II	L2465/ L8238	PHI	88.6	27-Oct-08	30-Jun-18
24	Integrated Natural Resources and Environmental Management Project	L2957/ L8266/ G0324/ G0235	PHI	123.1	03-Dec-12	31-Dec-20
25	Coastal and Marine Resources Management in the Coral Triangle - Southeast Asia	JFPR9160	REG	2.0	02-Nov-11	15-Nov-18
26	Development of the Northern Chu and Southern Ma Rivers Irrigation System Project	L2828	VIE	99.1	12-Dec-11	31-Dec-18
27	Integrated Rural Development Sector in the Central Provinces - Additional Financing	L3173	VIE	78.9	20-Oct-14	30-Jun-19
28	GMS Flood and Drought Risk Management and Mitigation Project	L2937/ G0483	VIE	44.16	6-Nov-12	30-Sep-19

No.	Project Title	Approval No.	Country	Amount (\$ million)	Approval Date	Closing Date
29	Productive Rural Infrastructure Development Project in the Central Highlands	L3032	VIE	76.6	25-Sep-13	30-Jun-19
30	GMS Biodiversity Conservation Corridor	L2721	VIE	27.5	10-Dec-10	30-Sep-19
31	GMS Biodiversity Corridors Project - Additional Financing	G0433	VIE	3.8	24-Jun-15	30-Sep-19
32	Low Carbon Agricultural Support Project	L2968	VIE	69.5	12-Dec-12	30-Jun-19
33	Basic Infrastructure for Inclusive Growth in the Northeastern Provinces Sector Project	L3633	VIE	150.0	15-Dec-17	30-Sep-23
34	Basic Infrastructure for Inclusive Growth Project in the North Central Provinces	L3634	VIE	52.0	15-Dec-17	30-Sep-23
35	Basic Infrastructure for Inclusive Growth Project in the North Central Provinces	L3635	VIE	97.0	15-Dec-17	30-Sep-23

Lending Pipeline, 2018-2020

Year	Country	Project Title	Indicative Amount (\$ million)
2018	CAM	Climate-Friendly Agribusiness Value Chains Sector Project	130.0
2018	LAO	Climate-Friendly Agribusiness Value Chains Sector Project	70.5
2018	MYA	Climate-Friendly Agribusiness Value Chains Sector Project	62.5
2018	VIE	Water Efficiency Improvement for Drought Affected Provinces	101.5
2018 Subtotal			364.5
2019	CAM	Agriculture Value Chain Infrastructure Investment Project	60.0
2019	CAM	Irrigated Agriculture Improvement Project	75.0
2019	INO	Enhanced Water Security Investment Project	600.0
2019	LAO	Sustainable Rural Infrastructure and Watershed Management	34.7
2019 Subtotal			769.7
2020	INO	Integrated Participatory Development and Management of Irrigation Project	600.0
2020	LAO	Grater Mekong Subregion East-West Economic Corridor Agriculture Infrastructure Sector Project (Additional Financing)	42.0
2020	MYA	Resilient Communities Development Project	195.0
2020	PHI	Mindanao River Basin Flood Control Project	160.0
2020	VIE	Rural Business Commercialization and Competitiveness Enhancement	150.0
2020 Subtotal			1,147.0
2018-2020 Total			2,281.2

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

Non-Lending Pipeline, 2018

No.	Country	Type	Project Title	Amount (\$ million)
1	CAM	TRTA	Agriculture Value Chain Infrastructure Improvement Project	1.5
2	PHI	TRTA	Preparing the Mindanao River Basin Flood Control Project	1.0
3	REG	KSTA	GMS Agriculture and Environment Service Facility	5.0
4	REG	TRTA	Preparing Agro-based Value Chain and Irrigated Agriculture Projects in the ASEAN (facility)	3.0
5	VIE	TRTA	TA 8957: Basic Infrastructure for Inclusive Growth in Northeast Provinces Sector Project (Supplementary)*	0.8
Total				11.3

*on stand-by for 2018

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



Areas of Business Opportunities

ANR Projects Uncontracted Balance: \$1,561.2 million

(as of 28 February 2018)

Civil Works

- Irrigation/water facilities
- Post-harvest facilities
- Rural infrastructure
- River bank protection, flood protection, embankments

Supply of Goods/ Equipment/ Materials

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

Consulting Services (Firm/Individual)

- Project preparation
- Detailed engineering design
- Implementation management
- Construction supervision
- Environment and Social Safeguards
- Audit
- Knowledge Management

Opportunities

2018 Procurement Packages Above \$1 million

Project	Package No.	Description	Mode	Estimate (\$ million)	Target Advertisement Date
G0426-CAM: <i>GMS-Biodiversity Conservation Corridor</i>	BCCP-CW- MEO-01	MoE PIU Sea Barrier	NCB	1.2	Q1/ 2018
L3007-CAM: <i>Climate Resilient Rice Commercialization Sector Development Program</i>	CW-SP7	Rehabilitation of Ansong Irrigation System in Kampong Trabek district	NCB	1.1	Q2
	CW-SP8	Rehabilitation of Rumlech Irrigation system in Sithor Kandal district	NCB	1.1	Q2
	CW-SP9	Rehabilitation of Chhue Teal Boeung Khanhey Irrigation System	NCB	1.1	Q2
	CW-SP13	Rehabilitation of Ta Soong Canal in Barray district, Kg. Thom	NCB	1.2	Q2
	CW-FAC1 (2)	Construction of paddy drying and storage facilities for Kampong Thom	NCB	1.8	Q3/ 2018
	CW-FAC1 (3)	Construction of paddy drying and storage facilities for Prey Veng	NCB	1.8	Q3/ 2018
L3289-CAM: <i>Uplands Irrigation and Water Resources Management</i>	CW09	Improvement of Otra Cheakchit Reservoir	ICB	3.8	Q3

Project	Package No.	Description	Mode	Estimate (\$ million)	Target Advertisement Date
G0501-INO: <i>Community-Focused Investments to Address Deforestation and Forest Degradation</i>	GDS-001	Civil Works: Forest fire suppression equipment	NCB	1.2	Q2/ 2018
L3440-INO: <i>Flood Management in Selected River Basins Sector Project</i>	CS04	Consulting Services: Independent monitoring and evaluation	QCBS	1.6	Q4/ 2018
	CW1	Civil Works: Ciujung priority civil works package 1 (right side dike)	NCB	18.7	Q2/ 2018
	CW2	Civil Works: Ciujung priority civil works package 2 (left side dike)	NCB	18.7	Q2/ 2018
L3477-MYA: <i>Irrigated Agriculture Inclusive Devt. Project</i>	04	Consulting Services: Irrigation Systems Modernization Unit	QCBS	4.8	Q2/ 2018
	01	Civil Works: Rehabilitation of Chaung Magyi System	ICB	4.6	Q2/ 2018

Project	Package No.	Description	Mode	Estimate (\$ million)	Target Advertisement Date
L2828-VIE: <i>Development of the N.Chu and S. Ma Rivers Irrigation System</i>	B.2.7	Civil Works: Lot 1 - Drainage and Irrigation Canals in the North Main Canal	NCB	5.0	Q1 (March)/ 2018
		Civil Works: Lot 2 - Drainage and Irrigation Canals in the South Main Canal			
L3173-VIE: <i>Integrated Rural Development Sector in the Central Provinces - Additional Financing</i>		Upgrading canal system of Rac River irrigation	NCB	1.19	Q2/2018
		Upgrading Dai Giang River Dike system Subproject: Civil construction and insurance of the sluice of Quan.	NCB	1.59	Q2/2018
		Sub-project: Upgrading Irrigation canals of Tam Giang irrigation system, Tuy An district, Phu Yen province	NCB	1.23	Q2/2018
		Lining and upgrading 5 secondary canals (N03, N9, N13, N19 and N27 of Quao river system, Ham Thuan Bac district	NCB	1.41	Q2/2018
		Upgrading additional canal of North Ba Bau Irrigation System, Ham Thuan Nam district	NCB	1.32	Q2/2018

Project	Package No.	Description	Mode	Estimate (\$ million)	Target Advertisement Date
L2937-VIE: <i>GMS Flood and Drought Risk Management and Mitigation Project</i>	GMS-2.8b	Constructing 1 km of Thuong Thoi Tien Bank Protection, Thuong Thoi Tien town, Hong Ngu district	NCB	3.05	Q2/ 2018
	GMS-2.7a	Constructing additional items of Flood control and mitigation Subproject in Ba Rai-Phu An, Tien Giang province	NCB	3.78	Q2/ 2018
L3032-VIE: <i>Productive Rural Infrastructure Development Project in the Central Highlands</i>		Repairing, upgrading Lung Lau irrigation work and rural infrastructure in Sa Son commune, Sa Thay district	NCB	1.77	Q2/ 2018
		Repairing, upgrading rural infrastructure of irrigation facility of repairing and upgrading rural infrastructure for irrigation works of pumping station of Tan Hoi, An Quy and Ha Tam lake	NCB	1.60	Q2/ 2018
		Repairing, upgrading infrastructure for production of the lake area of Buon Tria, Lak district, Daklak province.	NCB	2.89	Q4/ 2018
		Repairing, upgrading irrigation system for coffee in the public-private partnership in Tien Cuong village, Quang Tien commune, Cu M'Gar district	NCB	2.01	Q3/ 2018
		Investment and upgrading infrastructure for the aquaculture variety center in Mak Mil district	NCB	1.77	Q2/ 2018
		Repairing, upgrading head work, cannal system and rural road on the cannal bank	NCB	2.45	Q2/ 2018
		Repairing, upgrading Da Teh irrigation works system (supplementary section)	NCB	1.88	Q3/ 2018

Issues for your consideration

- Quality of consulting services is declining
- Poor performance by contractors
- Lack of understanding of ADB safeguard and gender requirements
- Need for strong technical backstopping
- Need for greater value addition and use of innovative and high level technology
- Need for relevant country/region experience (international good practice/local solution)
- Need for stronger cooperation with well qualified and competent national companies/partners

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