



# BUSINESS OPPORTUNITIES FAIR



Asian Development Bank Headquarters, Manila, Philippines

## 9<sup>th</sup> ADB Business Opportunities Fair

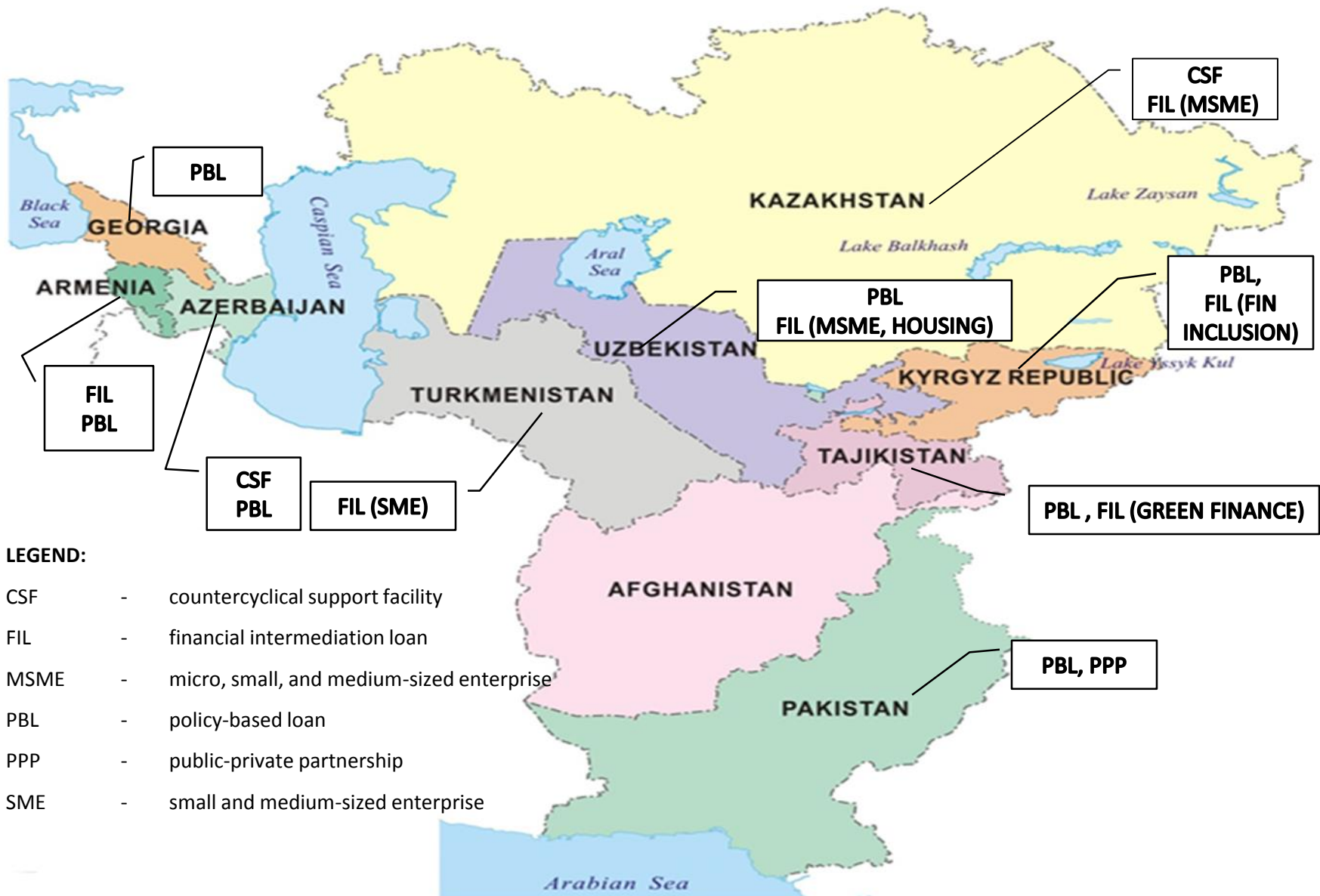
Public Management, Financial Sector and Trade Division (CWPF)  
CENTRAL and WEST ASIA DEPARTMENT (CWRD)

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# Region/Country Strategy



# Key Activity Areas

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

# CWPF Ongoing Activities

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

# Lending Pipeline, 2018

DMC	Project Title	Type / Modality	Amount (\$ million)	Subsector
<b>ARM</b>	Public Efficiency and Financial Markets Development Program, Subprogram 2	Policy-Based Lending	50.00	Finance sector development
<b>KGZ</b>	Rural Financial Inclusion	Project	50.00	Inclusive finance
<b>TKM</b>	Small and Medium-sized Enterprises Finance Project	Financial Intermediation Loan	200.00	SME finance
<b>UZB</b>	Mortgage Market Development Program	Project	200.00	Housing finance
<b>Approved in 2017</b>				
<b>AZE</b>	Improving Governance and Public Sector Efficiency Program, Subprogram 1	Policy-Based Lending	250.00	Public expenditure & fiscal management
<b>PAK</b>	Enhancing Public-Private Partnerships in Punjab	Project	119.62	Infrastructure finance & investment funds

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

# Lending Pipeline, 2019-2020

DMC	Project Title	Type / Modality	Amount (\$ million)	Subsector
<b>2019</b>				
<b>KGZ</b>	Promoting Economic Diversification Program	Project	30.00	Public expenditure and fiscal management
<b>GEO</b>	Second Domestic Resource Mobilization Program, Subprogram 1	Policy-Based Lending	100.00	Public expenditure and fiscal management
<b>TAJ</b>	Rural Financial Inclusion Project	Project	25.00	Public sector management
<b>TAJ</b>	Investment Climate Reforms, Subprogram 3	Policy-Based Lending	20.00	Public sector management
<b>UZB</b>	Small Business Finance and Rural Financial Inclusion Project	Project	100.00	Finance sector development
<b>2020</b>				
<b>KGZ</b>	Promoting Economic Diversification, Phase 1	Policy-Based Lending	30.00	Economic affairs management
<b>TAJ</b>	Rural Financial Inclusion Project	Project	25.00	Public sector management

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

# Nonlending Pipeline, 2018

Country	TA Title	Amount
GEO	Support for Strengthening Public Efficiency and Capital Markets	\$750,000
KGZ	Rural Financial Inclusion Project, Phase 2	\$500,000
PAK	Supporting Export Import Bank of Pakistan	\$1,000,000
REG	Promoting Investments and Economic Growth in Central and West Asia through Intra- and Inter-Regional Trade	\$1,500,000
TAJ	Rural Financial Inclusion Project	\$500,000
TKM	Small and Medium-sized Enterprises Finance Project	\$2,000,000
UZB	Economic Management Improvement Program	\$1,000,000
UZB	Mortgage Market Development Program	\$500,000

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

# Nonlending Pipeline, 2019-2020

Country	TA Title	Amount
<b>2019</b>		
AFG	Public Management Support II	\$1,500,000
ARM	Financial Sector Intermediation Project	\$500,000
GEO	Preparing the Rural Financial Inclusion and SMEs Sector Development Project	\$500,000
TAJ	Investment Climate Reforms Program, Subprogram 3	\$1,250,000
<b>2020</b>		
ARM	Investment Climate and Private Sector Dev't. Program	\$750,000
AZE	Enhancing Public Sector Efficiency	\$1,000,000
KGZ	Rural Financial Inclusion Project, Phase 2	\$750,000
PAK	Financial Inclusion and SME Growth	\$1,000,000

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



# Opportunities in:

- **Public Financial Management**

Public finance (like developing medium-term fiscal framework), budget preparation (including preparing medium-term expenditure framework), treasury functions (budget execution, automation), accounting and reporting (including internal controls and audit)

- **Debt Management**

Legal and institutional framework, debt management and debt management systems

- **Debt and Securities**

Debt issuance practices, strategy for government securities market, review legal and institutional impediments, regulations, devise a communication/market awareness strategy

# Opportunities in: (continued)

- **Capital and Money Markets**

Money market infrastructure including legal and regulatory framework, trading platform, audit and accounting practices, strategy for equity and bond markets, drafting prudential regulations, and public awareness campaigns

- **Pension Reform**

Pillar II and pillar III pension systems, strategy, legal, regulatory and institutional setups, pension regulatory authority functions and governance structure, pension fund management, risk management, and communication strategy

- **PPP**

Review relevant PPP laws and regulations, devise a medium-term strategy, set up institutional structures like PPP unit and RMU in governments

# Issues for your consideration

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

- Subject matter experience
- Country/region experience
- Local language and communication skills
- Experience in similar types of projects/programs
- Applications should only refer to previous relevant work and respond directly to the TOR

## Contact persons:

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