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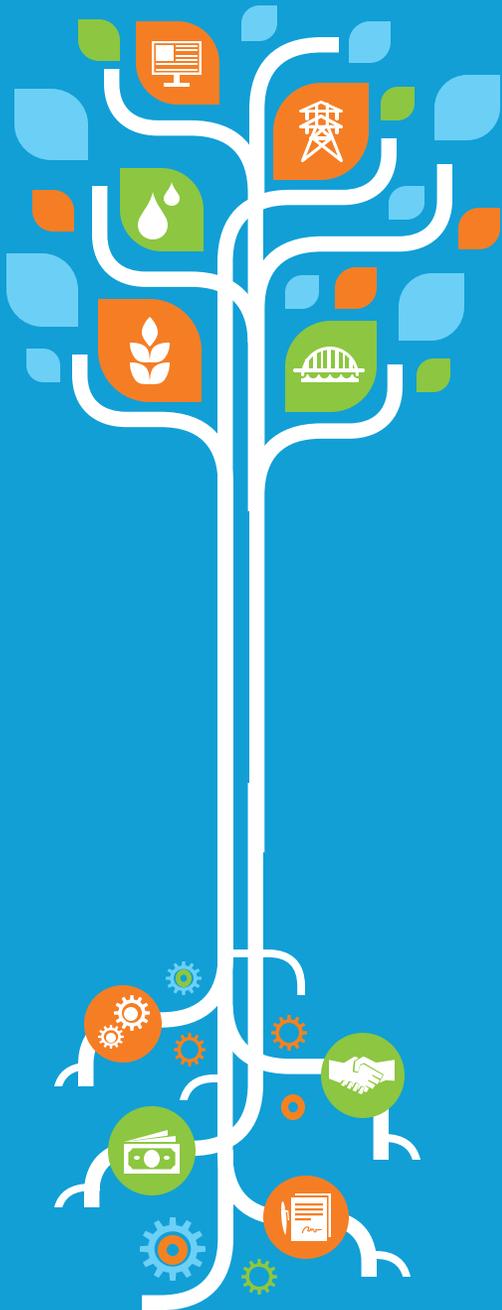
ADB

Business Opportunities Seminar – Public-Private Partnerships

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BUSINESS
OPPORTUNITIES

The logo for Business Opportunities, featuring a stylized network of nodes and lines.

ADB – Core Sectors and Focus Areas (Private Sector & PPPs)

ADB



Infrastructure

Power generation (particularly renewables), transmission, distribution, water/wastewater/urban services, transport and associated services (airports/airlines, roads, ports/shipping, logistics, rail/rolling stock), Information and communication services



Finance & Capital Markets

Access to finance (rural, microfinance, housing, SMEs, climate, inclusive business and gender mainstreaming), insurance, digital finance, filling market gaps via trade and supply chain financing



Agribusiness

Inputs (seeds, irrigation, cold storage), farming (crop, livestock, dairy), processing (grains, meats, packaging), distribution (wholesale/retail markets)

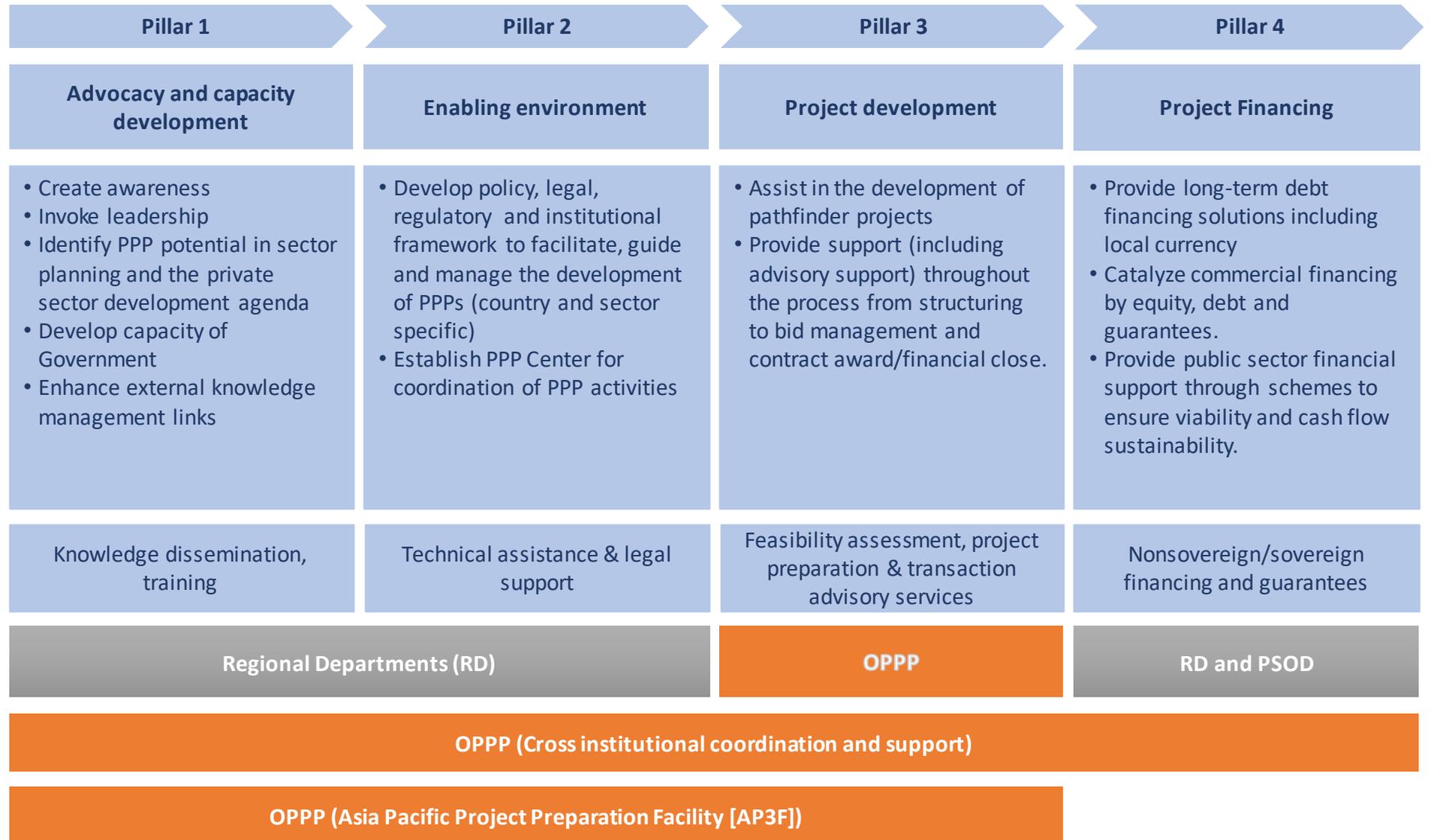


Health & Education

Suppliers (pharmaceuticals, medical equipment), Providers (hospitals, clinics), distributors (pharmacies, supply chain), e-health, and in person and online education

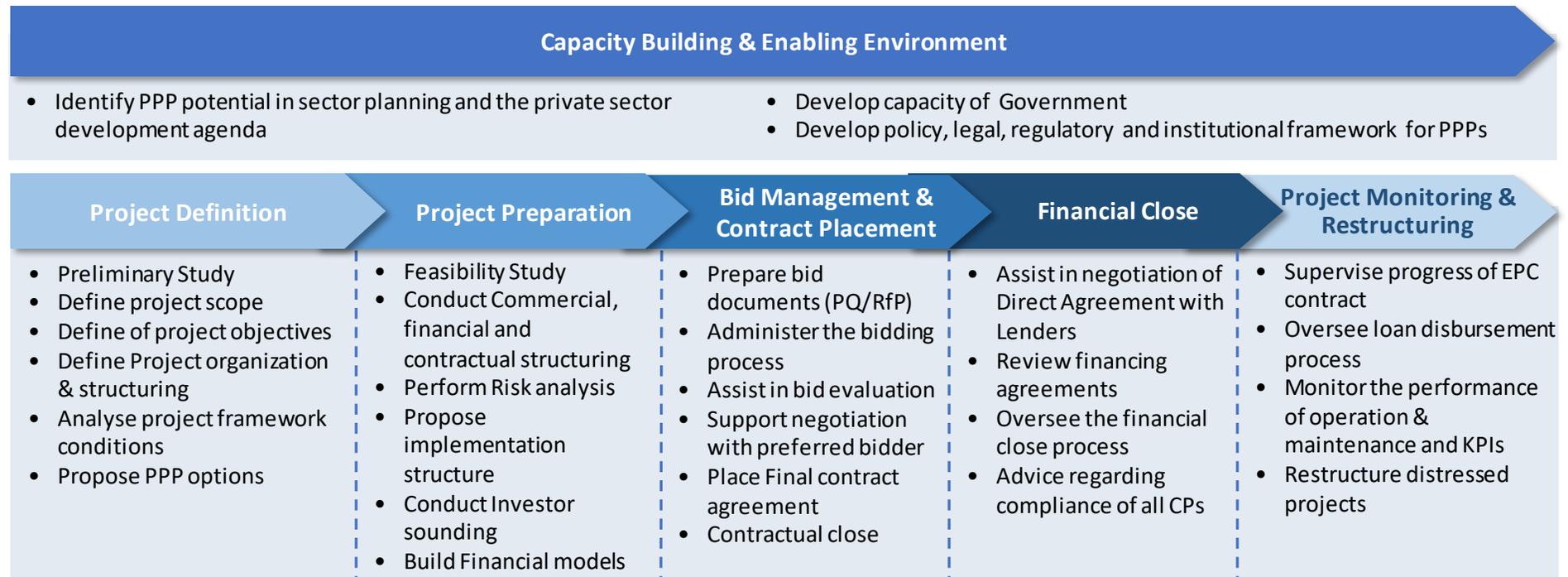


ADB's Operational Framework for PPP



Transaction Advisory Services (TAS)

- ADB supports clients for the whole process for successful project delivery
- **OPPP's TAS assists public and private sector clients in structuring and procuring viable projects from project definition to commercial close (concession agreement) or financial close (financing documents)**
- Clients can utilize the funding from AP3F* to cover initial project support and/or monitoring
- OPPP usually seeks cost recovery plus fee for the service provided

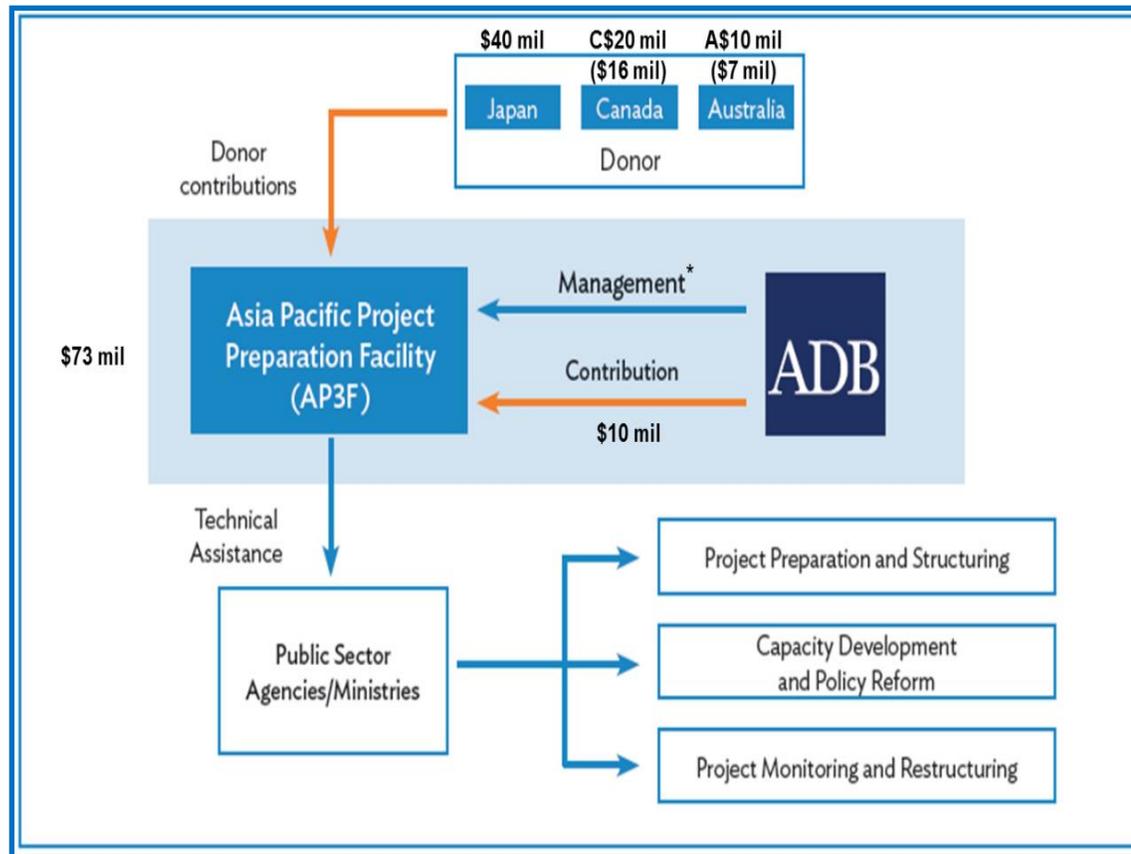


*AP3F: Asia Pacific Project Preparation Fund, which is a grant-based trust fund administered by ADB.

- **Commercial close:** winning private partner signs concession contract
- **Financial closure:** winning bidder secures funding which is also deemed as the amount of resource mobilization achieved through OPPP's activities

Asia Pacific Project Preparation Facility (AP3F)

AP3F assists DMCs in preparing and structuring infrastructure projects with private sector participation. It has total commitment of \$73 million from Japan, Canada, Australia and ADB.



Project Preparation and Structuring

- Conduct pre-feasibility and feasibility study for project
- Support TAS in conducting tender process
- Support government in responding to unsolicited proposal

Capacity Development and Policy

- Provide training and testing for international PPP certification to government agencies
- Develop templates for project documents by sector and country
- Support development and improvement of PPP related policies

Project Monitoring

- Develop post implementation monitoring framework for projects
- Assist government with its obligations as guarantor or JV partner

Integrated Support for Project Development

As part of TAS, ADB also retains specialist advisors as required using Technical Assistance incl. AP3F

- ADB as the transaction advisor is directly responsible to client for consultants' outputs (quality and process in ADB's control)
- Use of Technical Assistance funds for minimized financial burden on the clients for project development
- ADB as the transaction advisor is remunerated primarily through success fee from the winning bidder and also retainer or milestone payments from government (case-by-case)

Government Agency (client)

ADB is responsible for delivering outputs to client

ADB (as advisor to government)

ADB hires and manages consultants for entire project

Consultants

Technical Consultant

Legal Consultant

Tax, Insurance, etc.

Others as needed ...

Technical Assistance (incl. AP3F)

Funding

OPPP Current Activities (as of Mar 2022)

44 projects, 55 TAS/AP3F transactions, 18 countries, ~\$2.5 Bn expected mobilization

Central and West Asia

-  Afghanistan
 - ✓ Capacity Building and Project Definition, Dahla Dam Hydropower
-  Azerbaijan
 - ✓ Project Preparation, Student accommodation in Baku
 - ✓ Capacity Building, PPP Development Center
-  Georgia
 - ✓ Capacity Building, Water Supply and Sanitation Sector under the MRDI
-  Kazakhstan
 - + Karaganda University Hospital
 - ✓ Capacity Building, PPP Center
-  Pakistan
 - + Lower Spat Gah Hydropower
 - + Karachi Wastewater Treatment Plant #1 (TP1)
 - Karachi Wastewater Treatment Plant #4 (TP4)
-  Tajikistan
 - ✓ Capacity Building and Project Monitoring, JSC Electric Distribution Networks
-  Uzbekistan
 - ✓ Capacity Building, PPP Development Agency
 - ✓ Project Definition, Solar Project (phase 3 & 4)
 - Sherabad Solar IPP
 - Guzar Solar IPP
 - 2 Cities Water Supply and Sanitation
 - Sergeli Public Schools
 - Tashkent District Heating

MOU with the GOU for promoting PPP projects in district heating, healthcare, pre-schools, solid waste management and wastewater treatment.

Southeast Asia

-  Cambodia
 - + National Solar Park (Phase 2)
-  Indonesia
 - ✓ Capacity Building and Project Definition, BAPPENAS
 - South Tangerang Waste Management

MOU with the Ministry of Transportation for project definition and capacity dev't
-  Myanmar
 - ✓ Project Preparation, Road Concession Restructuring
 - ✓ Capacity Building, Ministry of Transportation and Communication
-  Philippines
 - + New Clark City (ICT)
 - + North-South Commuter Railway
 - + Metro Manila Subway Project
 - ✓ Project Definition, Vaccine Self-Reliance
 - ✓ Project Monitoring, New Clark City (NGAC)
 - ✓ Project Monitoring, New Clark City (Water)
 - ✓ Project Monitoring, New Clark City (Power)
 - ✓ Capacity Building, LLDA Floating Solar
-  Timor-Leste
 - ✓ Project Preparation and Project Monitoring, Dili Solid Waste Management
 - ✓ Project Monitoring, Tibar Bay Port PPP
 - Solar Power Project
 - Unique Digital Identification Project
-  Viet Nam
 - ✓ Capacity Building, Ministry of Planning and Investment, and Ministry of Construction
 - ✓ Project Definition, West Saigon Wastewater Treatment
 - ✓ Capacity Building and Project Definition, Solar IPP Auction

East Asia

-  PRC
 - + Guangxi Elderly Care Facility
 - + Hubei Xiangyang Elderly Care Facility

South Asia

-  Bangladesh
 - + Rampura-Amulia-Demra Toll Road
 - ✓ Project Monitoring, Dhaka Bypass Road

MOU with the Directorate General Health Services of the Ministry of Health and Family Welfare on TAS for potential PPP projects

Maldives

-  Maldives
 - ✓ Project Preparation and Project Definition, Maldives Solar IPP

Pacific

-  Palau
 - Solar PV IPP (Phase 1, 2)
-  Papua New Guinea
 - Jacksons International Airport

- | |
|--------------|
| + TAS |
| ✓ AP3F |
| ○ TAS & AP3F |

South Tangerang Waste Management PPP Project

Project Overview

Country	Republic of Indonesia
Sector	Urban Infrastructure (Municipal Solid Waste Management)
Name of Public Sector	South Tangerang City (GCA) / Ministry of Finance (MOF)
Name of Private Partner	Not applicable
Size of Project	\$120-150 million (TBD)
Planned Capacity	800 ton per day (800 tpd) of MSW
TA or AP3F Used	AP3F



Background:

✓ **Impending Urban MSW issues** – South Tangerang City (GCA) is one of the fastest growing cities in Indonesia due to high population growth and expanding urban development. Greater municipal solid waste (MSW) is being generated in the city, 1,000 tpd, which has far exceeded its design capacity of 300 - 400 tpd in the existing Cipeucang landfill.

✓ **One of the 1st Waste to Energy PPP projects in Indonesia** – The project is one of the 12 cities projects under Presidential Regulation No.35 2018, thus it is backed by the strong commitment of Govt of Indonesia as per Project Development Facility (PDF) provided by MOF.

OPPP's Scope of Work:

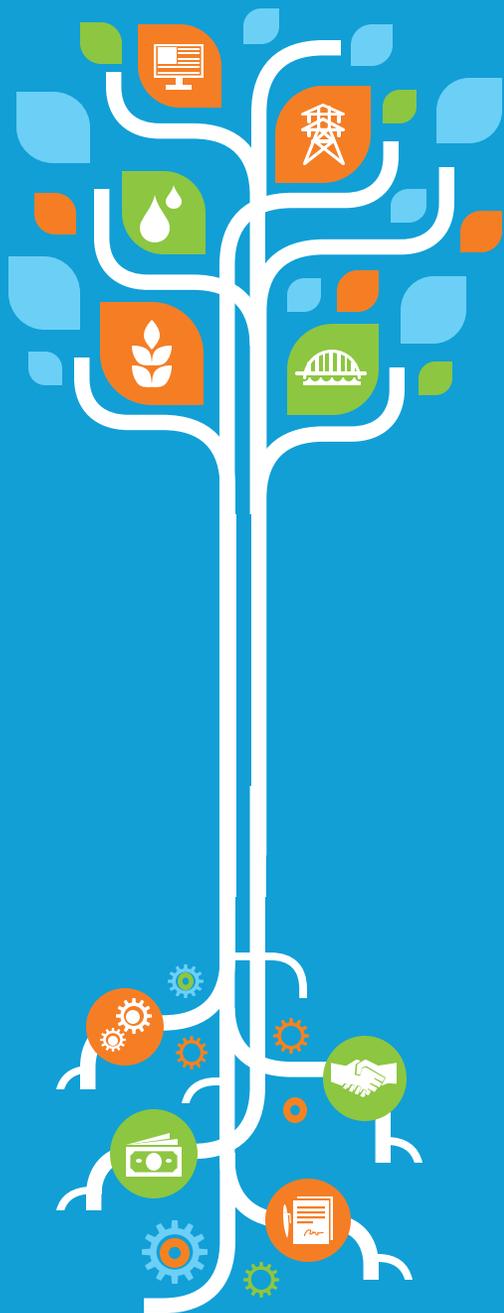
✓ **Transaction Advisory Services (funded by AP3F)** – Supporting GCA to design and prepare successful strategy and methodologies for private sector participation in the delivery of its waste treatment services through a PPP modality. The proposed facility will reduce the amount of waste to be put on landfill and generate and supply green electricity to the grid displacing coal-based electricity in the city.

Development Impact:

- ✓ **Improved efficiency of waste management service delivery** to reduce plastics in the river and ocean and to provide alternative livelihoods options for existing waste pickers, especially women.
- ✓ **Reduced uncontrolled GHG emissions** to contribute to climate change and increase the green power generation.
- ✓ **Improved environment and public health** by stopping the open dumping and by preventing disaster debris and contaminated leachate into the river while treating hazardous flue gas and ashes in the international standard.
- ✓ **Increased private sector participation** in the waste management sector through a PPP modality.

Potential Business Opportunities – Public-Private Partnerships

- Project Development (Specialist advisors and Co-funders for TAS)
- Investment (Sponsors; Lenders; and their advisors)
- Contractors (EPC contractors; O&M service providers etc)



THANK YOU!

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OPPP Track Records

ADB

<p>Mar 2022</p>  <p>Uzbekistan Namangan Wastewater Treatment Plant <i>(Urban)</i></p>	<p>Jan 2022</p>  <p>Bangladesh Rampura-Amulia- Demra Expressway <i>(Transport)</i></p>	<p>Sep 2021</p>  <p>Uzbekistan Tashkent District Heating <i>(Urban)</i></p>	<p>Aug 2021</p>  <p>Uzbekistan Sherabad 457MW Solar <i>(Ren. Energy)</i></p>	<p>Apr 2021</p>  <p>Palau Solar PV <i>(Ren. Energy)</i></p>
<p>Feb 2021</p>  <p>Philippines Metro Manila Water Concessions <i>(Urban)</i></p>	<p>Jun 2020</p>  <p>Cambodia National Solar Park Phase 1 <i>(Ren. Energy)</i></p>	<p>Apr 2019</p>  <p>Philippines New Clark City Power Distribution Utility <i>(Urban)</i></p>	<p>Dec 2018</p>  <p>Bangladesh Dhaka Bypass <i>(Transport)</i></p>	<p>Dec 2018</p>  <p>Philippines New Clark City Smart Water and Wastewater Utility <i>(Urban)</i></p>

Value addition to clients from ADB's transaction advisory:

- ✓ ADB has a **trusted advisor relationship** with our clients, built over 50+ years
- ✓ **Tailored engagement** for particular country, sector, and project needs
- ✓ Bidders associate **ADB brand name** with transparency, objectivity, and governance
- ✓ Support **beyond the transaction**, through capacity building, contract templates, and project implementation support

