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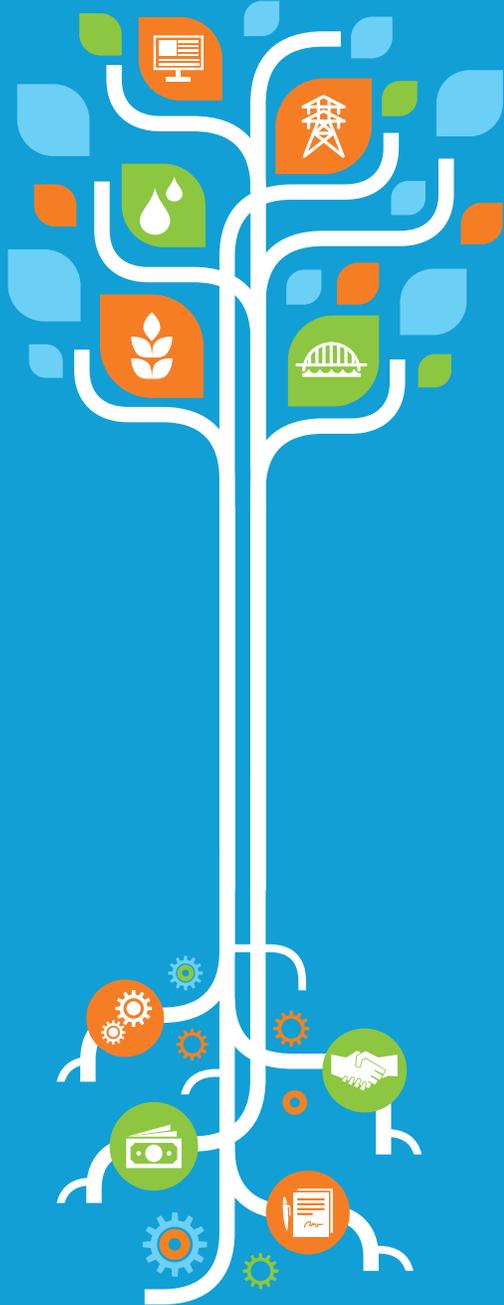
ADB

Introduction to ADB Private Sector Operations

28 October 2022

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Private Sector Operations Department/Infrastructure Finance Division 2

BUSINESS
OPPORTUNITIES



PRIVATE SECTOR OPERATIONS DEPARTMENT COMMITMENTS, 2021

35 projects, \$1.2 billion

- Agriculture
- Clean Energy
- Energy (Other)
- Information and Communication Technology
- Finance
- Health
- Transport
- Water and Other Urban Infrastructure and Services

Uzbekistan, \$30.8 million

- Hamkorbank Expanding Access to Credit for Micro, Small and Medium-Sized Enterprise and Agriculture Borrowers Project
- Korzinka COVID-19 Food Retail Supply Chain Support Project

Georgia, \$160 million

- Bank of Georgia COVID-19 Response to Support Micro, Small and Medium-Sized Enterprises
- Georgian Railway Green Bond Project
- M Square Affordable Housing Project

Armenia, \$20 million

- ENA Investment Program Phase 2

Azerbaijan, \$5.9 million

- Avrora COVID-19 Staple Food Supply Chain Support Project

India, \$273.3 million

- COVID-19 Hospital Service Delivery Project
- Krsnaa COVID-19 Diagnostic Services Project
- IIFLHF Supporting Access to Affordable Green Housing for Women Project
- Shubham Housing Supporting Affordable Housing in Semi- and Peri- Urban Areas
- Bengaluru Smart Energy Efficient Power Distribution Project
- Zenex Improved Animal Health and Welfare Project
- GRIL Phase II Highway Equipment Finance Project
- DBL Highway Project

Sri Lanka, \$25 million

- John Keells Modern Retail Infrastructure Expansion Project

Regional, \$249.5 million

- ECOM COVID-19 Smallholder Farmer Climate Resilience and Livelihood Support Project
- New Hope COVID-19 Working Capital Support Project
- Investment in Northstar Equity Partners V Limited
- Investment in Lombard Asia V, L.P.
- Investment in Creador V L.P.
- PAG Growth II, L.P.

People's Republic of China, \$145.2 million

- CD Finance Management Expanding Access to Finance for Farmers and Microentrepreneurs Project
- Zhujiang Financial Leasing Small and Medium-Sized Enterprises Finance Project
- Henan Tian Lun Resilient Energy Supply Project
- Tianzow Advanced Pig Breeding Stock Project

Cambodia, \$4.7 million

- Prime Road National Solar Park Project

Viet Nam, \$184.5 million

- Lotus Wind Power Project
- B.Grimm Viet Nam Solar Power Project - Dau Tieng Project
- Tien Phong Bank Expanding Access to Finance for Small and Medium-Sized Enterprises Owned and Led by Women Project
- Vietnam International Bank Supporting Small and Medium - Sized Enterprises and Improving Living Conditions Project

Papua New Guinea, \$25 million

- Pacific Telecommunications Modernization Project

Indonesia, \$9.7 million

- Cimory Inclusive Dairy Value Chain Project

Thailand, \$11.2 million

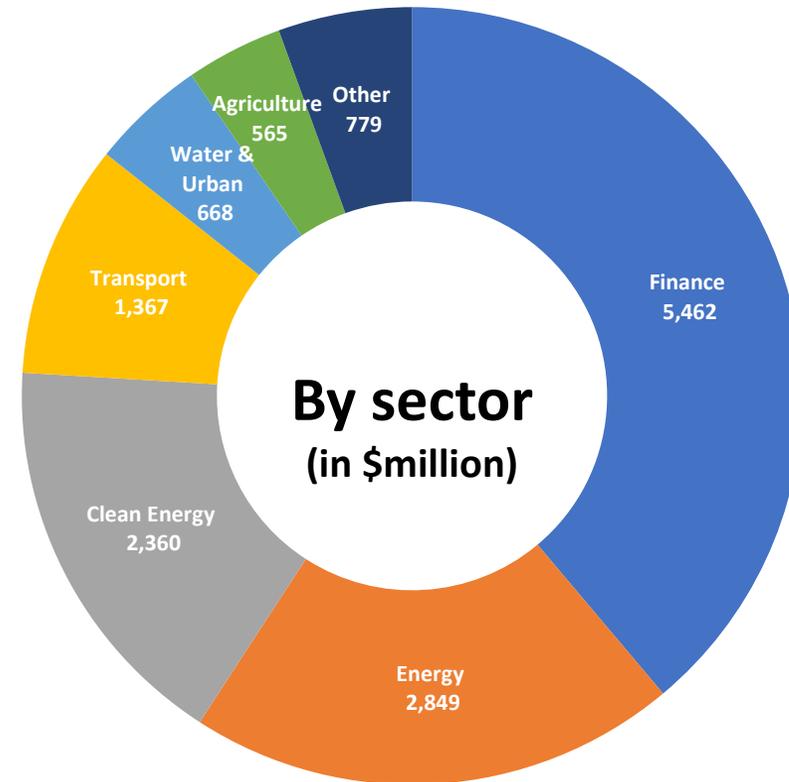
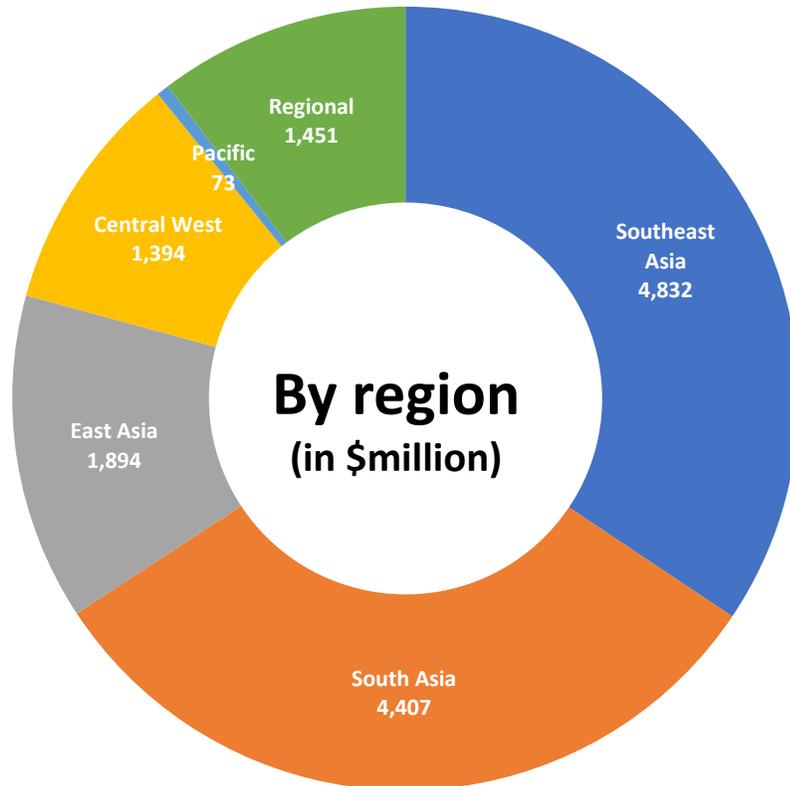
- Green Yellow Rooftop Solar Project

Fiji, \$40 million

- Fiji Airways COVID-19 Liquidity Support Facility

Private Sector Portfolio

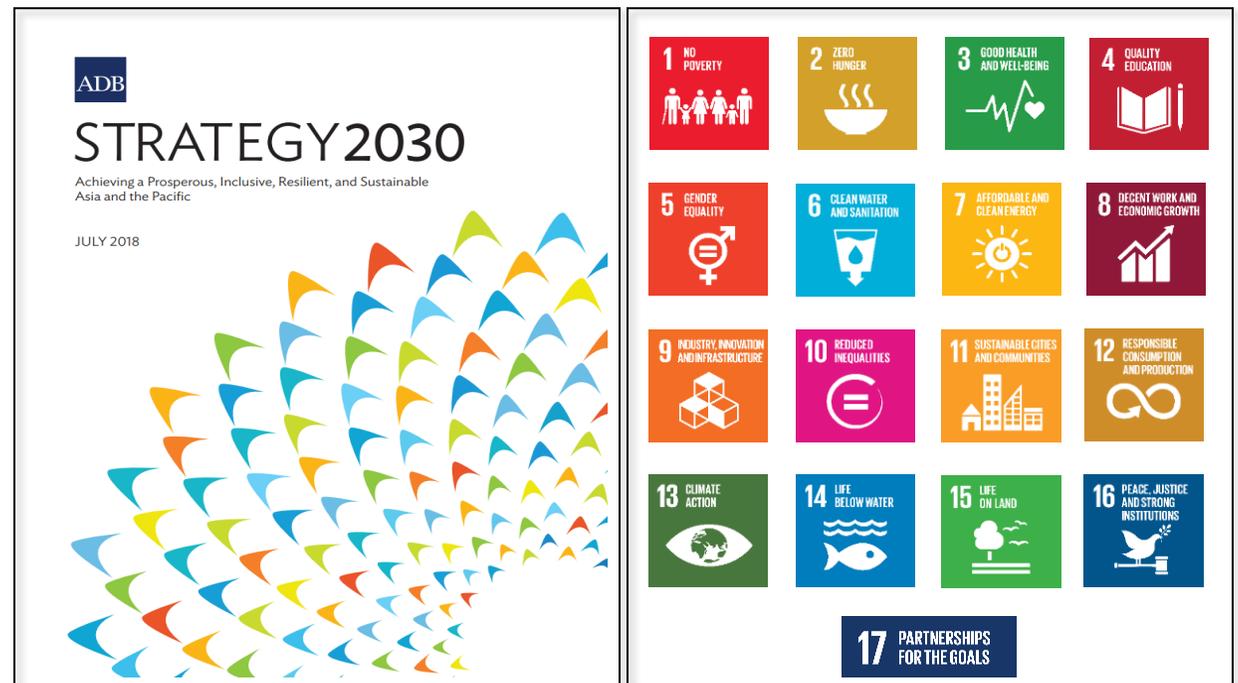
- Outstanding portfolio of \$14,050 million as of 31 December 2021



Country Partnership Strategy (CPS)

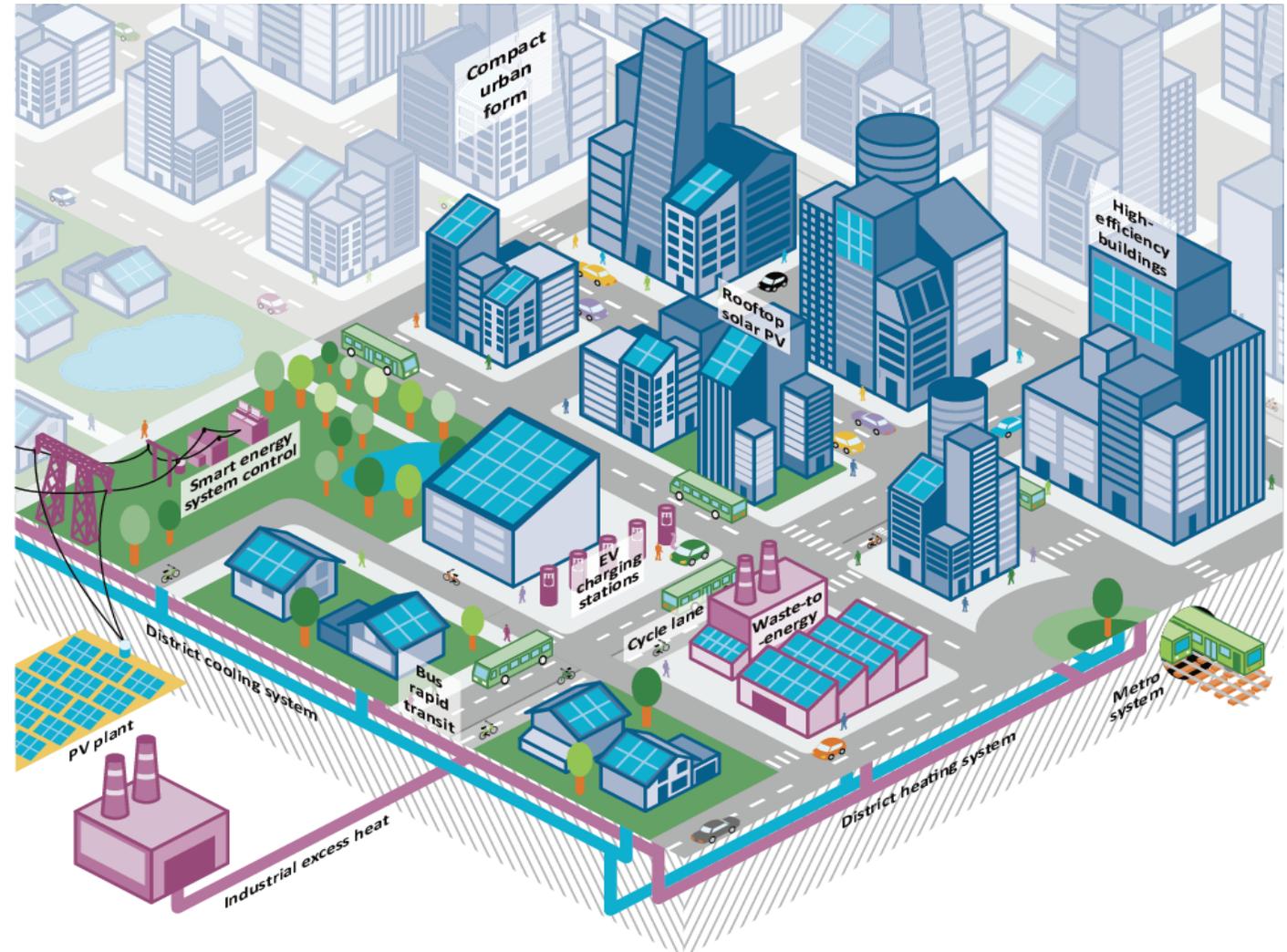
Primary platform for defining the operational focus of ADB in a country

- Customized and differentiated country approach
- Aligning with ADB's overall strategies and operational priorities
- Contributing to the SDGs and other global commitments
- Mainstreaming private sector operations
- Promoting knowledge services
- Maximizing One ADB solutions and partnership



Private Sector Solutions

- Last-mile connectivity
- Fuel switch
- Reuse of treated wastewater
- Sustainable logistics
- District heating and cooling
- Industrial waste-heat utilization
- Solid waste collection, sorting, transportation, and waste-to-energy
- Distributed renewable energy
- High efficiency buildings
- Clean energy charging/refueling stations
- Smart energy management system



Private Sector Project Selection

Is the Project in line with CPS?



Will the Project contribute to regional/global initiatives?

Is the Project replicable?



Will the Project compete fairly in the market?
Is the contractual structure replicable?

Is the Project financially viable?



How will the Project perform under different scenarios

How will the Project contribute to development goals ?



What are the Project's main impacts, outcomes, and outputs?

Will the Project meet ADB requirements?



Will the Project Sponsor be willing to improve environmental, social, gender and governance standards?

Case Study

PRC: Integrated Wastewater Management Project

Issues and Problems:

The PRC is one of the world's most water-stressed countries where 25% of its water bodies do not meet minimum drinking water quality standards. Due to degradation of water resources, traditional measures of standalone wastewater treatment facilities are insufficient to ensure water ecosystem recovery

Approach and Project Design:

- Supporting China Water Environment Group (CWE)'s master concessions involving multiple interlocking pollution control facilities including wastewater and sludge treatment, sewage pipelines, wastewater reuse, and other water environment management solutions
- Adopting technologies such as underground wastewater treatment and remote monitoring to minimize wastewater exposure to staff and citizens and ensured 100% uninterrupted delivery of wastewater treatment

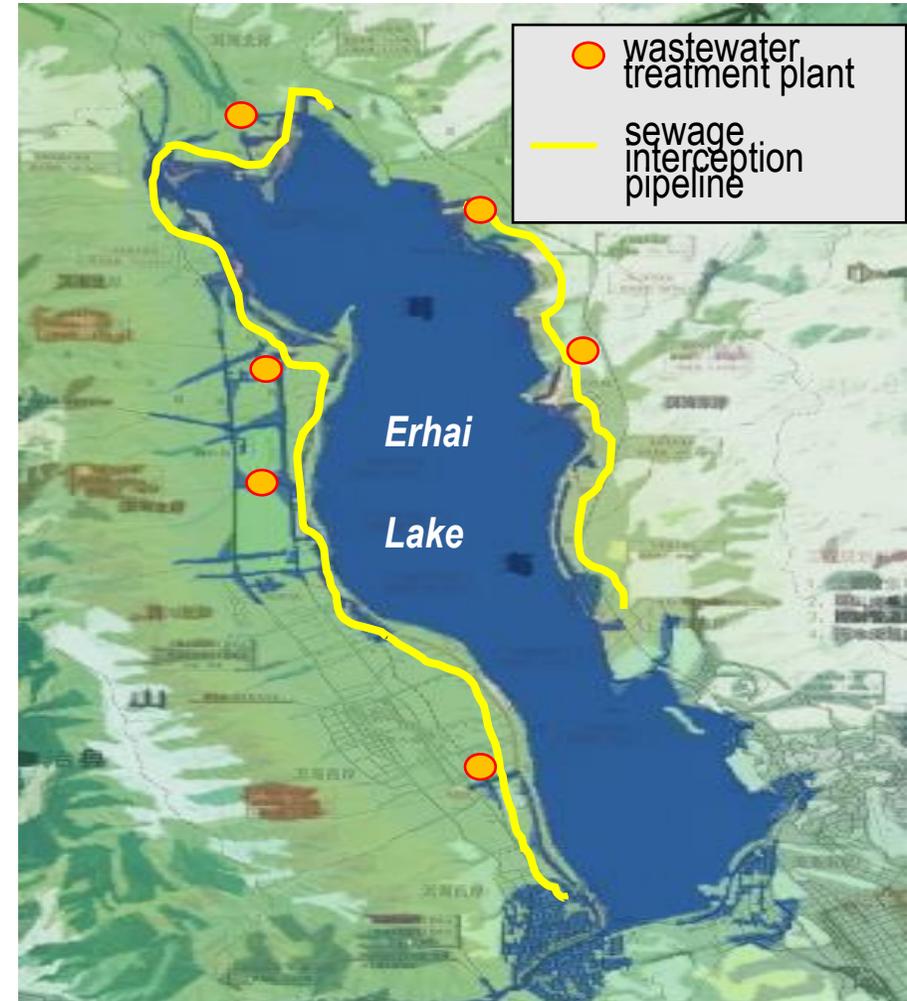


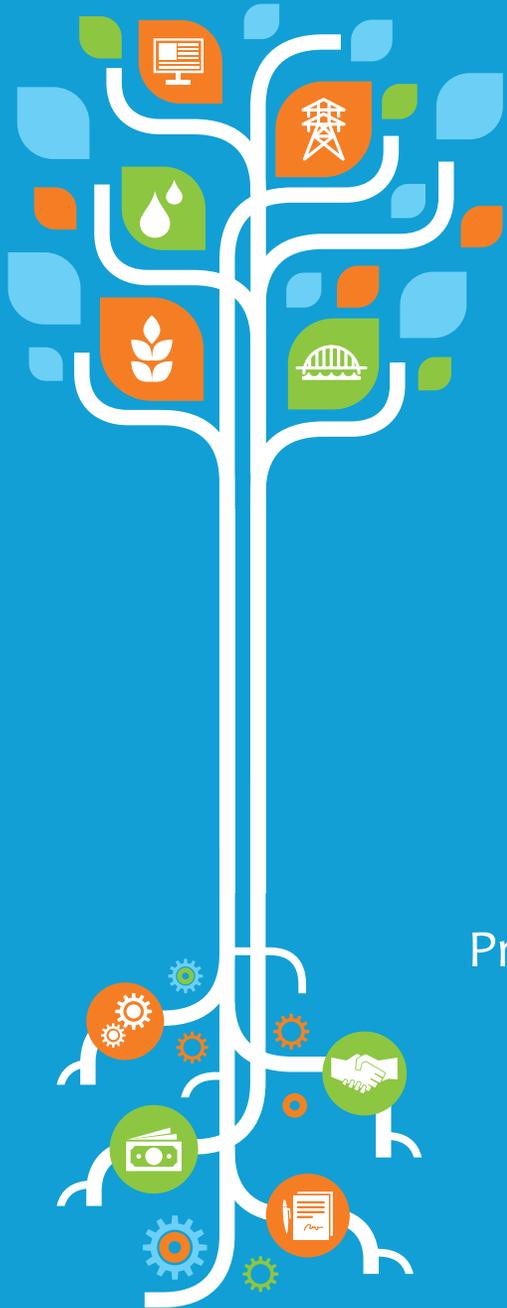
Case Study

PRC: Integrated Wastewater Management Project

Sample Project: Dali Erhai Lake Project

- PRC's second largest highland lake, faced severe water degradation due to pollution from agricultural, industrial, and municipal effluents.
- Multiple subcomponents under a master concession including (i) sewage interception pipelines, (ii) water pumping stations, (iii) wastewater treatment plants, and (iv) upstream reservoirs and artificial wetlands for irrigation
- Total project cost of \$450 million, with CWE's design optimization saving 17% in capex





THANK YOU!

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