

Southeast Asia Department Transport and Communications Division (SETC)

Projects in the Transport Sector

Presentation by:

S. Date

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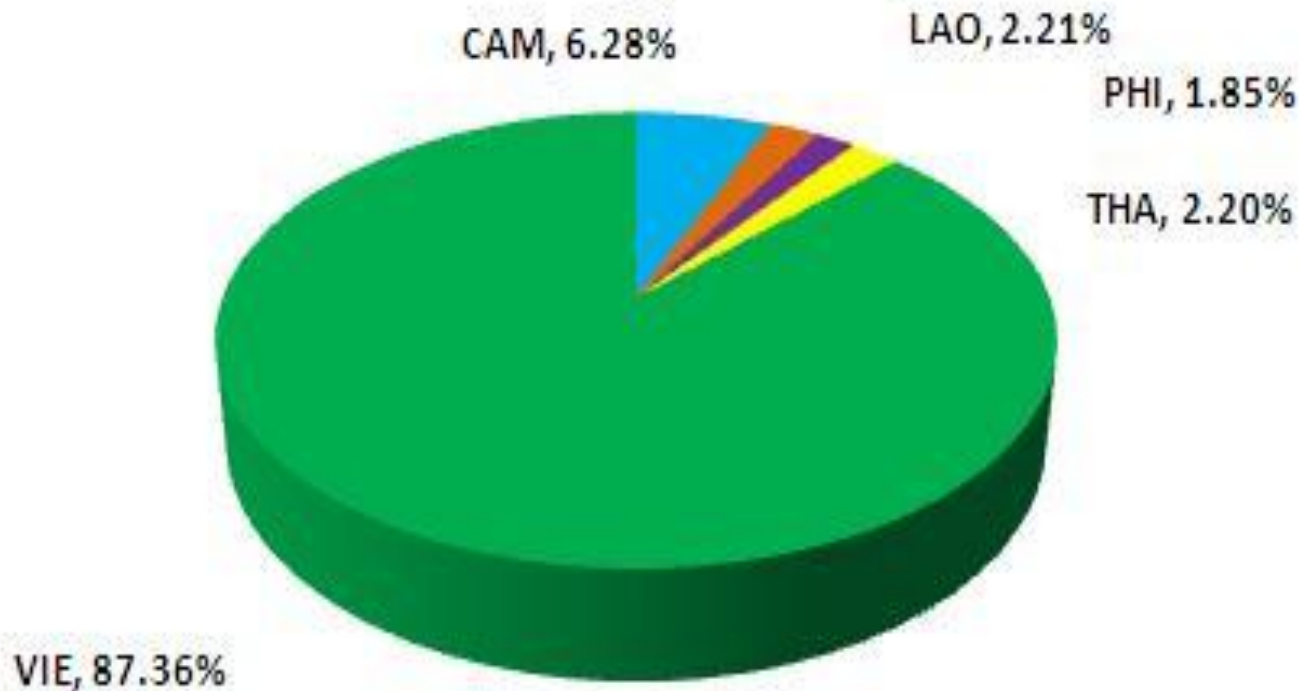
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Ongoing Portfolio

- 30 loans/grants are currently under administration, some of which are co-financed by various sources; and
- 24 Technical Assistance (TAs)

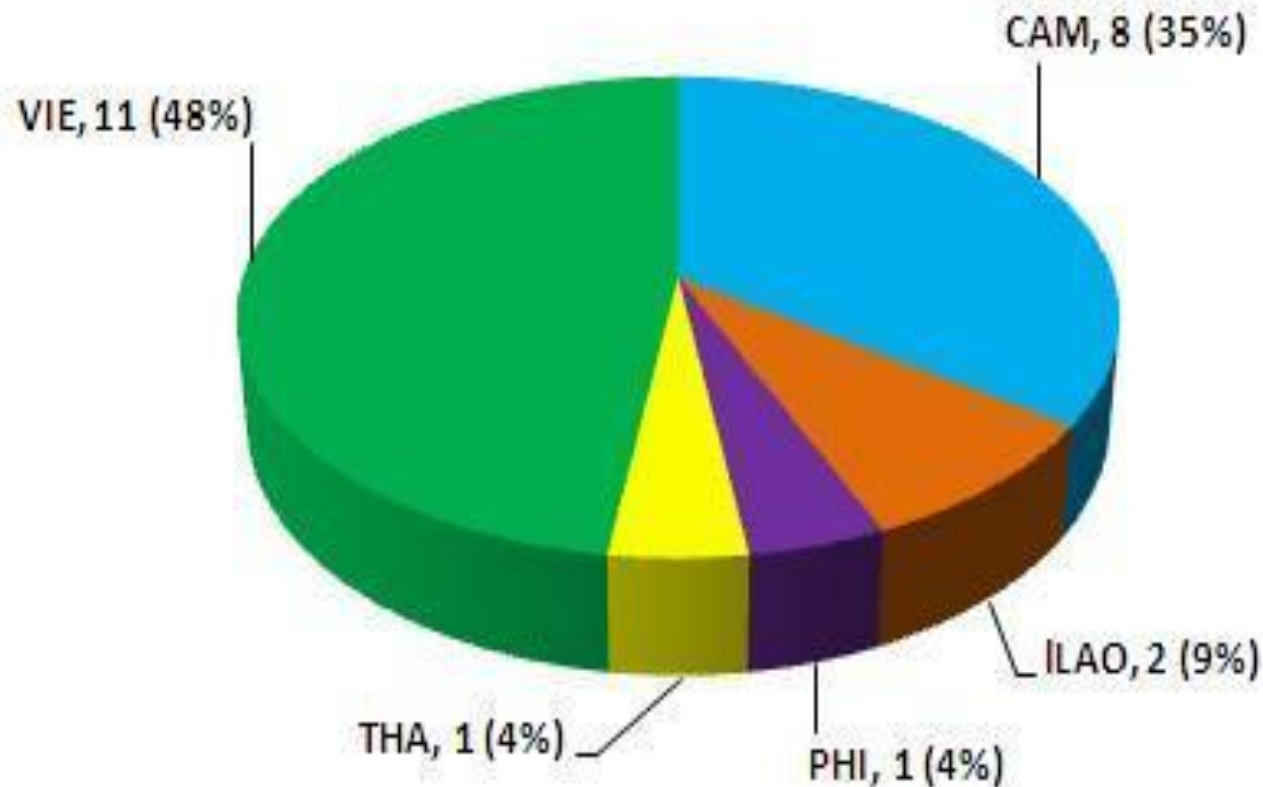
Ongoing Loans (1/2)

SETC Ongoing Loans
Loan Volume per Country



Ongoing Loans (2/2)

SETC Ongoing Loans
Number of Loans per Country



Ongoing Loans and Grants

- Net Loan/Grant Amount: \$3.9 billion
- Balance for Contract Awards (for Civil Works, Equipment and Consulting): \$2.3 billion

Snapshot of 2013 Loans/Grants Approvals

- 1 loan approved in 2013 amounting to \$410.0 million for L3013-VIE: Central Mekong Delta Connectivity Project
- Cofinancing from Government of Australia in the amount of \$134 million.

SETC Plans for 2014

(Technical Assistance)

<i>Country</i>	<i>Project Name</i>	<i>Amount (\$million)</i>
<i>CAM</i>	<i>Road Asset Management Project II</i>	<i>0.800</i>
<i>MYA</i>	<i>Modernizing Myanmar Railways Through Institutional Capacity Building and Rehabilitation</i>	<i>1.000</i>
<i>VIE</i>	<i>HCMC Metro Line 5</i>	<i>0.400</i>
<i>INO</i>	<i>Strengthening Project Management Capacity of Transport Agencies</i>	<i>1.500</i>
<i>INO</i>	<i>Road Asset Management</i>	<i>1.500</i>

SETC Plans for 2014

(Loans)

<i>Country</i>	<i>Project Name</i>	<i>Amount (\$million)</i>
<i>CAM</i>	<i>Rural Roads Improvement Project II</i>	<i>54.00</i>
<i>INO</i>	<i>Regional Roads Development II Project</i>	<i>150.00</i>
<i>LAO</i>	<i>Vientiane Urban Transport Project</i>	<i>20.00</i>
<i>MYA</i>	<i>Maubin-Pyapon Road Rehabilitation Project</i>	<i>80.00</i>
<i>VIE</i>	<i>Improvement of Road Safety and Climate Resilience Project</i>	<i>50.00</i>
<i>VIE</i>	<i>HCMC Third Ring Road TA Loan</i>	<i>12.58</i>
<i>VIE</i>	<i>Strengthening Sustainable Urban Transport Hanoi MRT</i>	<i>59.00</i>
<i>VIE</i>	<i>Sustainable Urban Transport HCMC MRT</i>	<i>59.00</i>

Practical Advice for those who seek Business Opportunities...

Key characteristics of SE countries:

- *Unique, challenging countries*
- *Weak planning, implementing capacity*
- *Diverse needs and dynamic changes*

What is required, conceptually:

- *Professional Integrity*
- *Dedication to work*
- *Innovation in skills*
- *Application and quality control*

What is required, in reality?

*Experts with regional experience (incl. language)
Keep up with developments in the region*

*Project preparation at times start from scratch
Comprehensive support required, use expertise
Need to be flexible, always innovative
Apply new ideas for project implementation*

*On the job, always keep in touch with project
officers*

Fundamentals for Business Opportunities - Efficient Entry

- Check ADB Web at least once in 2 weeks
- Comprehend the information accurately
- Sustain the momentum of dynamic changes
- Understand project cycle: from TA to Loan
- Understand your client needs: ADB for TA and loan recipient country for loan
- Capture the opportunities efficiently, with low-energy
- Be available after contract award, not before

Thank you!

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