

BUSINESS  
OPPORTUNITIES  
FAIR



ADB Headquarters, Manila, Philippines



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

Transport --- Central and West Asia

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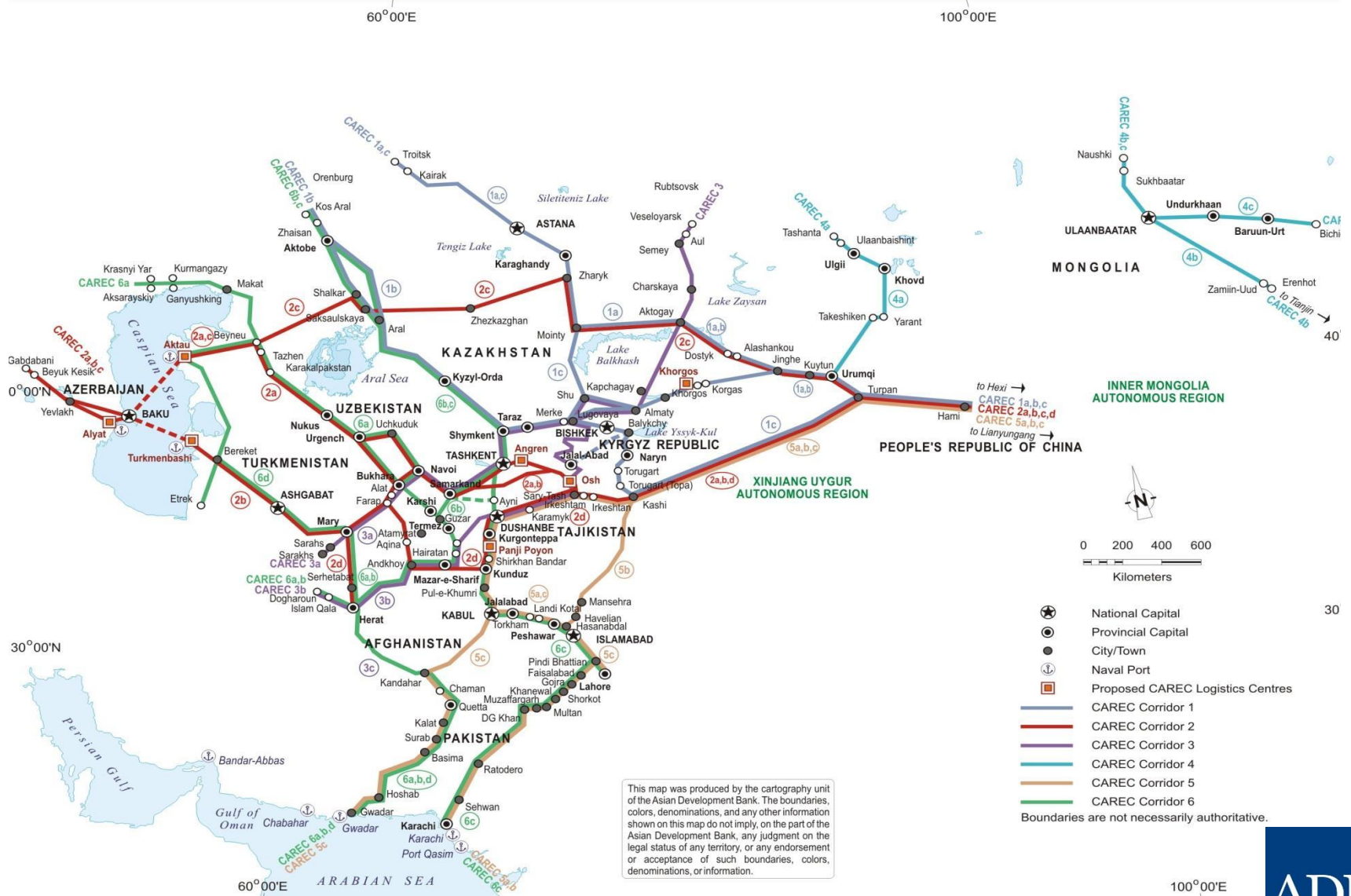
# CWRD Clients

- Afghanistan
- Armenia
- Azerbaijan
- Georgia
- Kazakhstan
- Kyrgyz  
Republic
- Pakistan
- Tajikistan
- Turkmenistan
- Uzbekistan

# Business Lines

- **Strategic Focus**
- Address the needs for **infrastructure** development
- Strengthen domestic, regional, and interregional connectivity to promote **regional cooperation**
- Support policy and institutional reforms to encourage **private sector participation** and improve governance

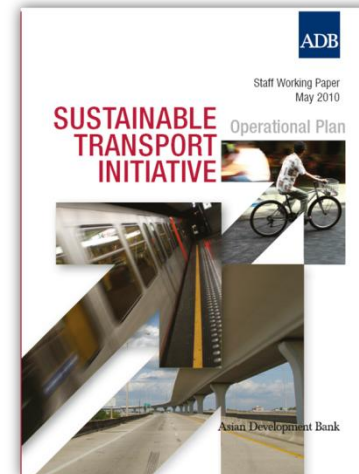
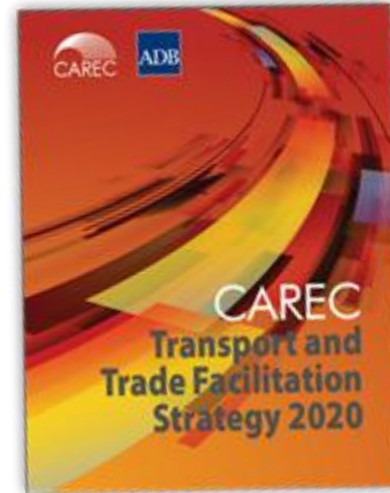
# Regional Cooperation: CAREC Transport and Trade Facilitation 2020



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# Sector Focus

- I. Develop multimodal corridor network
  - Roads (road safety and maintenance)
  - Railways (railway development and railway reform)
  - Cross-border facilities
  - Logistics
- II. Improve integrated transport and trade facilitation policy and practice
  - CAREC RCI platform for tackling shared problems
- III. Enhance operational and institutional effectiveness



# 2015 – 2017 Program

- Lending: \$1.527 billion
- Cofinancing: \$876.0 billion
  
- Non-lending: \$13.075 million
- Cofinancing: \$1.260 million
  
- Lending Modality Multitranche Financing Facility (MFF) Project loan

# MFF

- Civil works: big contracts
  - Project management consultant
  - Supervision consultant
    - One contract – all tranches
    - Large contract
    - International experts
    - Association with national firms
  - Institutional support consultants

**Central and West Asia Department  
2015-2017 Lending Program  
Transport and Communication Sector  
(\$'million)**

<b>No.</b>	<b>Country</b>	<b>Project Name</b>	<b>Total</b>	<b>Cofinancing</b>
<i>2015</i>			<i>671.00</i>	<i>99.00</i>
1	PAK	Provincial Roads Project (Sindh)	200.00	
2	PAK	Improving Border Services Project	150.00	
3	PAK	National Motorway M-4 Gojra-Shorkot Section Project	171.00	99.00
4	UZB	CAREC Corridor 2 Road Investment Program II, Tranche 3	150.00	
<i>2016</i>			<i>542.00</i>	<i>598.00</i>
1	AFG	Transport Network Connectivity Investment Program, Tranche 2	72.00	128.00
2	AZE	Second Road Network Development Program, Tranche 3	100.00	
3	KAZ	Road Rehabilitation Project (Astana-Almaty)	285.00	460.00
4	KGZ	CAREC Corridors 1 and 3 Connector Road Project	45.00	
5	TAJ	Road Network Connectivity Project	40.00	10.00
<i>2017</i>			<i>314.00</i>	<i>179.00</i>
1	AFG	Transport Network Connectivity Investment Program, Tranche 3	70.00	179.00
2	KAZ	Center-West Transport Corridor (Astana-Beuneu), Tranche 1	200.00	
2	TAJ	Railway Development Project	44.00	
<b>TOTAL</b>			<b>1,527.00</b>	<b>876.00</b>



**Central and West Asia Department  
2015-2017 Non-Lending Program  
Transport and Communication Sector  
(\$'000)**

No.	Country	Product Name	TA Type	Total	Cofinancing
<b>2015</b>				<b>8,150.00</b>	<b>1,260.00</b>
1	AFG	Torghundi to Herat Railway Feasibility Study	PPTA		1,260.00
2	GEO	Roads and Market Connectivity	PPTA	1,200.00	
3	KAZ	Performance-Based Road Maintenance Project	PPTA	750.00	
4	KAZ	Western Kazakhstan Transport Corridor (Aktobe-Atyrau-Astrakhan)	PPTA	750.00	
5	KGZ	CAREC Corridors 1 and 3 Connector Road Project	PPTA	1,000.00	
6	PAK	Provincial Roads (Khyber Pakhlunkhwa)	PPTA	1,000.00	
7	PAK	Preparing MFF CAREC Corridor Development	PPTA	1,500.00	
8	TAJ	Road Network Connectivity Project	PPTA	750.00	
9	UZB	Third CAREC Corridor Road Investment Program	PPTA	1,200.00	
<b>2016</b>				<b>2,925.00</b>	
1	AFG	Transport Sector Operations and Maintenance Support	CDTA	700.00	
1	ARM	Multimodal Regional Transport Planning and Analysis	PATA	1,000.00	
2	ARM	Road Safety	PATA	225.00	
3	AZE	Preparing Third Road Network Development Program	PPTA	1,000.00	
<b>2017</b>				<b>2,000.00</b>	
1	GEO	Preparing Transport Sector Connectivity Project	PPTA	1,000.00	
2	KAZ	Astana-Almaty Road Rehabilitation Project	PPTA	1,000.00	
<b>TOTAL</b>				<b>13,075.00</b>	<b>1,260.00</b>

# Opportunities

## □ Consulting Services

- Feasibility study (engineering, economic, financial, social, environmental)
- Detailed design
- Project supervision
- Capacity development (road safety, road asset management, axle-load control, etc)
- Cross-border trade facilitation

## □ Civil Works and Equipment

- Road construction, reconstruction, rehabilitation, and maintenance
- Rail track construction, reconstruction, rehabilitation, and maintenance
- Locomotives and rolling stock
- Rail electrification, signaling, and communication system

# Opportunities

## A. Direct with ADB

- Consulting services for project preparatory and advisory technical assistance
  - Firms ( about 13 contracts spread over 2015 -2017)
  - Individuals
- Individual consultants, for example, for:
  - Procurement, & Contract Management Specialist
  - Railway Specialist
  - Transport Planner

# Opportunities

## B. Direct with Countries in the Region

- Design – either thru national design consultant, DE and CS contracts
- Civil works - about 26 contracts ranging between \$30 - \$200 Million (10 in 2015, 11 in 2016, 5 in 2017).
- Equipment supply -mostly for border services project
- Installation – mostly for Railway projects
- Supervision consultant – about 26 contracts (10 in 2015, 11 in 2016, 5 in 2017)
- Project Management Consultant - for IA with weak implementation capacity
- Individual consultant – road safety audit, road asset management, climate change specialists, resource persons

# Important Factors for Selection

## □ Civil Works/Equipment/EPC Contract

- Technical qualification
- Price

## □ Consulting Services

- Strong team (strong team leader) - use of experienced team leaders whose strength is proven
- Country experience (regional experience) – association with experienced firms
- Experiences of ADB-financed projects (knowledgeable of ADB procedures)
- Good performance record

# Issues for your consideration

## ❑ Unique, challenging countries

- Experts with regional experience (incl. language) and full knowledge and expertise in FIDIC GCC
- Keep up with developments in the region
- Security in AFG and PAK
- Shorter working season, larger financial cash flow

## ❑ Weak planning, implementing capacity

- Project preparation at times start from scratch
- Comprehensive support required
- Need to be flexible

## ❑ Diverse needs and dynamic changes

- Keep in touch with project officers
- Check CSRN and ADBBO

**We look forward to  
doing business with  
you.**

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