

BUSINESS  
OPPORTUNITIES  
FAIR



ADB Headquarters, Manila, Philippines



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

Environment, Natural Resources and  
Agriculture --- Southeast Asia

By: Marzia Mongiorgi-Lorenzo

16 March 2016

*The views expressed in this presentation are the views of the author/s and do not necessarily reflect the views or policies of the Asian Development Bank, or its Board of Governors, or the governments they represent. ADB does not guarantee the accuracy of the data included in this presentation and accepts no responsibility for any consequence of their use. The countries listed in this presentation do not imply any view on ADB's part as to sovereignty or independent status or necessarily conform to ADB's terminology.*

ADB

# Outline

- ✓ **Country Coverage**
- ✓ **Sector Strategy**
- ✓ **Priority Areas**
- ✓ **Current (2016) and Future Opportunities (2016-2020)**

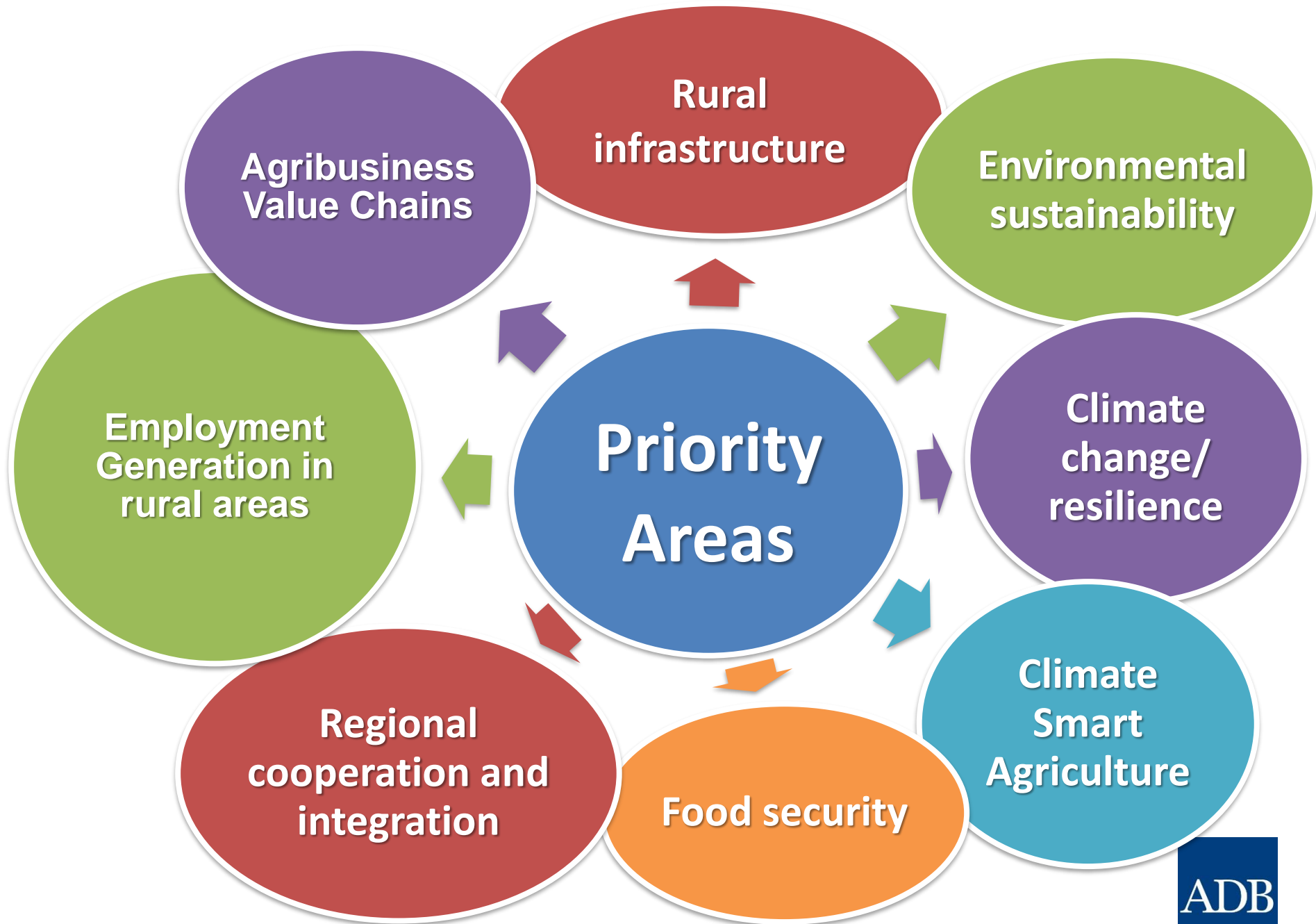
# Country Coverage: Six Countries



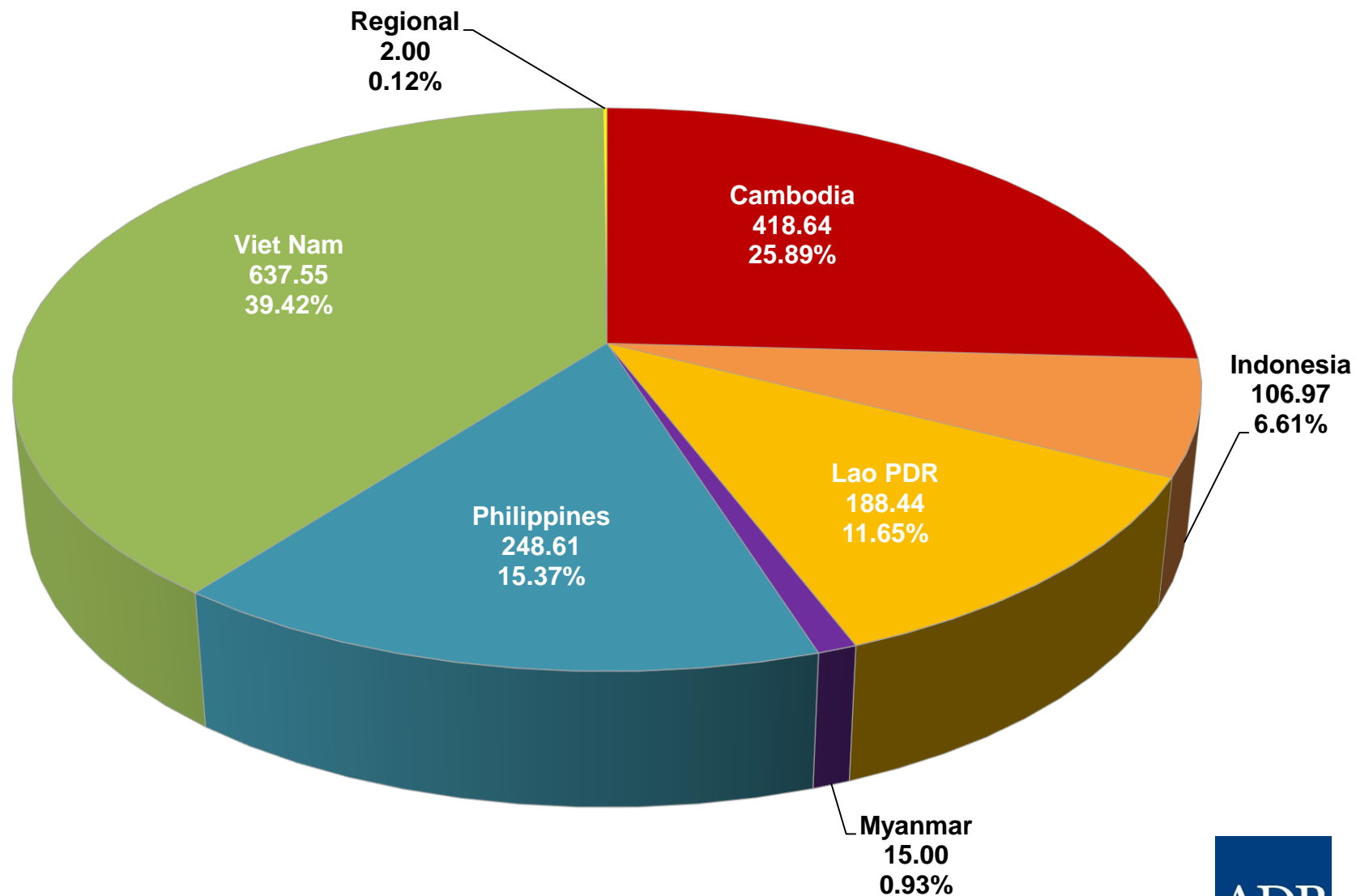
# Sector Strategy

- ✓ **Country Partnership Strategy**
- &
- ✓ **Country Development Plans**

- ✓ Protect, maintain and improve productive potential and performance of the **Natural Capital Assets** for inclusive economic growth



# ANR 2016 Portfolio [\$1,617.21 million]



# One ADB

**From HQ =>  
SEER**

**\$806.83 m Loans  
\$154.01 m Grants  
\$107.43 m TAs**

**Delegated =>  
RMs**

**\$517.20 m Loans  
\$139.17 m Grants  
\$28.22 m TAs**

# Ongoing Projects: Cambodia

| No.                     | Project Title  | Approval No.                          | Approval Date | Closing Date | Amount Remained to Contract (\$ mil) |
|-------------------------|--|---------------------------------------|---------------|--------------|--------------------------------------|
| 1                       | GMS Biodiversity Conservation Corridors Project                        | G0241                                 | 10-Dec-10     | 30-Sep-19    | 11.70                                |
| 2                       | GMS Biodiversity Conservation Corridors Project (Additional Financing) | G0246                                 | 13-Mar-15     | 30-Sep-19    | 7.40                                 |
| 3                       | GMS Flood and Drought Risk Management Mitigation Project               | L2970/L8262/<br>G0330                 | 12-Dec-12     | 30-Sep-19    | 34.04                                |
| 4                       | Water Resources Management Sector Development Program                  | L2673                                 | 23.Sep.10     | 30.Jun.16    | 9.24                                 |
| 5                       | Climate-Resilient Rice Commercialization Sector Development Program    | L3006/L3007/<br>L8271/G0349/<br>G0350 | 27-Jun-13     | 31-Mar-20    | 57.94                                |
| 6                       | Uplands Irrigation and Water Resources Management Sector Project       | L3289                                 | 24-Sep-15     | 30-Sep-21    | 45.12                                |
| <b>Total (Cambodia)</b> |  |                                       |               |              | <b>165.44</b>                        |



# Ongoing Projects: Lao PDR

| No.                    | Project Title   | Approval No.    | Approval Date | Closing Date | Amount Remained to Contract (\$ mil) |
|------------------------|---|-----------------|---------------|--------------|--------------------------------------|
| 1                      | Sustainable Natural Resources Management and Productivity Enhancement Project | G0145           | 23-Feb-09     | 30.Sep.16    | 0.17                                 |
| 2                      | GMS Biodiversity Conservation Corridors Project                               | G0242           | 10-Dec-10     | 30-Sep-19    | 9.78                                 |
| 3                      | GMS Flood and Drought Risk Management and Mitigation Project                  | L2936/<br>G0316 | 06-Nov-12     | 30-Sep-19    | 26.05                                |
| <b>Total (Lao PDR)</b> |   |                 |               |              | <b>36.00</b>                         |

# Ongoing Projects: Myanmar

| No.          | Project Title                           | Approval No. | Approval Date | Closing Date | Amount Remained to Contract (\$ mil) |
|--------------|---|--------------|---------------|--------------|--------------------------------------|
| 1            | Enhancing Rural Livelihoods and Incomes | JFPR9174     | 11-Dec-13     | 31-Dec-17    | 11.65                                |
| <b>Total</b> |   |              |               |              | <b>11.65</b>                         |

# Ongoing Projects: Philippines

| No.                        | Project Title   | Approval No.                | Approval Date | Closing Date | Amount Remained to Contract<br>(\$ mil) |
|----------------------------|---|-----------------------------|---------------|--------------|---|
| 1                          | Integrated Natural Resources and Environmental Management Project | L2957/L8266/<br>G0324/G0235 | 03-Dec-12     | 31-Dec-20    | 121.23                                  |
| 2                          | Agrarian Reform Communities Project II                            | L2465/L8238                 | 27-Oct-08     | 30-Jun-17    | 49.74                                   |
| <b>Total (Philippines)</b> |   |                             |               |              | <b>170.97</b>                           |

# Ongoing Projects: Viet Nam

| No.                     | Project Title  | Approval No. | Approval Date | Closing Date | Amount Remained to Contract (\$ mil) |
|-------------------------|--|--------------|---------------|--------------|--------------------------------------|
| 1                       | GMS Biodiversity Conservation Corridors Project                                  | L2721        | 10-Dec-10     | 30-Sep-19    | 19.34                                |
| 2                       | Development of the Northern Chu and Southern Ma Rivers Irrigation System Project | L2828        | 12-Dec-11     | 31-Dec-17    | 25.76                                |
| 3                       | GMS Flood and Drought Risk Management and Mitigation Project                     | L2937/G0317  | 06-Nov-12     | 30-Sep-19    | 30.42                                |
| 4                       | Low Carbon Agricultural Support Project  | L2968        | 12-Dec-12     | 30-Jun-19    | 61.01                                |
| <b>Total (Viet Nam)</b> |  |              |               |              | <b>136.53</b>                        |

# Ongoing Projects: Regional

| No.                     | Project Title  | Approval No. | Approval Date | Closing Date | Amount Remained to Contract (\$ mil) |
|-------------------------|--|--------------|---------------|--------------|--------------------------------------|
| 1                       | Developing Sustainable Alternative Livelihoods in Coastal Fishing Communities in the Coral Triangle: Indonesia and the Philippines | JFPR9160     | 02.Nov.11     | 15.Nov.15    | 1.65                                 |
| <b>Total (Regional)</b> |  |              |               |              | <b>1.65</b>                          |

# Lending Pipeline, 2016

| No.          | Type  | Country | Project Name  | Amount                     | Source             | Mission Leader  |
|--------------|-------|---------|---|----------------------------|--------------------|-----------------|
| 1            | Loan  | INO     | Flood Management in Selected River Basins   | 108.70                     | OCR                | E. Quincieu     |
| 2            | Loan  | INO     | Improved Food Security and Irrigation Management Results-Based Lending 1            | 500.00<br>100.00<br>100.00 | OCR<br>AIF<br>IFAD | E. Quincieu     |
| 3            | Grant | INO     | Community-Focused Investment to Address Deforestation and Forest Degradation        | 17.00                      | SCF-FIP            | A. Srinivasan   |
| 4            | Grant | LAO     | Greater Mekong Subregion Biodiversity Conservation Corridors (Additional Financing) | 12.84                      | SCF-FIP            | S. Ranawana     |
| 5            | Grant | MYA     | Chin State Livelihood Restoration   | 10.00                      | JFPR               | P. Ramachandran |
| 6            | Loan  | MYA     | Irrigated Agriculture Inclusive Development Project                                 | 75.00                      | ADF                | P. Ramachandran |
| <b>Total</b> |       |         |   | <b>823.54</b>              |                    |                 |

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



# Lending Pipeline, 2017

| No.          | Type | Country | Project Name  | Amount         | Source       | Mission Leader            |
|--------------|------|---------|---|----------------|--------------|---------------------------|
| 1            | Loan | CAM     | Climate-Friendly Agribusiness Value Chains Sector Project                       | 50.00<br>45.00 | ADF<br>Cofin | A. Srinivasan             |
| 2            | Loan | INO     | Aquaculture Sector Development  | 200.00         | OCR          | E. Quincieu               |
| 3            | Loan | LAO     | Northern Rural Infrastructure Development Sector Project (Additional Financing) | 30.00          | ADF          | D. Salter                 |
| 4            | Loan | LAO     | Climate-Friendly Agribusiness Value Chains Sector Project                       | 40.00          | ADF          | A. Srinivasan             |
| 5            | Loan | MYA     | Climate-Friendly Agribusiness Value Chains Sector Project                       | 20.00<br>20.00 | ADF<br>Cofin | A. Srinivasan             |
| 6            | Loan | PHI     | Enhancing Rural Enterprise and Rural Employment Program                         | 200.00         | OCR          | S. Teoh                   |
| 7            | Loan | VIE     | Basic Infrastructure Service for Inclusive Growth                               | 140.00         | ADF          | D. Salter / H. Khuc (VRM) |
| <b>Total</b> |      |         |   | <b>605.00</b>  |              |                           |

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



# Lending Pipeline, 2018

| No.          | Type | Country | Project Name   | Amount        | Source       | Mission Leader |
|--------------|------|---------|--|---------------|--------------|----------------|
| 1            | Loan | CAM     | Irrigated Agriculture Improvement Program MFF  | 70.00         | ADF          | R. Farrukh     |
| 2            | Loan | INO     | Food Security and Bulk Water Supply  | 300.00        | OCR          | E. Quincieu    |
| 3            | Loan | CAM     | Sustainable Landscape Management - Eastern Plains Landscape  | 100.00        | ADF<br>Cofin | T. Dang        |
| 4            | Loan | LAO     | Greater Mekong Subregion East-West Economic Corridor Agriculture Infrastructure Sector Proejct (Additonal Financing) | 40.00         | ADF          | D. Salter      |
| 5            | Loan | VIE     | 2nd Basic Infrastructure Servive Project for Inclusive Growth  | 100.00        | ADF/OCR      | TBD            |
| 6            | Loan | VIE     | Water Efficiency Improvement for Drought Affected Provinces  | 100.00        | ADF          | S. Ranawana    |
| <b>Total</b> |      |         |  | <b>810.00</b> |              |                |

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





# Lending Pipeline, 2019

| No.          | Type | Country | Project Name   | Amount        | Source  | Mission Leader |
|--------------|------|---------|--|---------------|---------|----------------|
| 1            | Loan | CAM     | Irrigated Agriculture Improvement Program - PFR2           | 70.00         | ADF     | R. Farrukh     |
| 2            | Loan | INO     | Improved Food Security of Irrigation Management RBL 2      | 400.00        | OCR     | E. Quincieu    |
| 3            | Loan | MYA     | Second Irrigated Agriculture Inclusive Development Project | 75.00         | ADF     | TBD            |
| 4            | Loan | VIE     | Support for the New Rural Development                      | 250.00        | ADF/OCR | S. Ranawana    |
| <b>Total</b> |      |         |  | <b>795.00</b> |         |                |

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



# Lending Pipeline, 2020

| No.          | Type | Country | Project Name                                     | Amount        | Source | Mission Leader |
|--------------|------|---------|--|---------------|--------|----------------|
| 1            | Loan | CAM     | Irrigated Agriculture Improvement Program - PFR3 | 60.00         | ADF    | R Farrukh      |
| 2            | Loan | VIE     | Agricultural Productivity and Food Safety        | 250.00        | OCR    | TBD            |
| <b>Total</b> |      |         |  | <b>310.00</b> |        |                |

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



# Nonlending Pipeline, 2016

| No.          | Country | Project Name  | Amount       | Source          | Mission Leader |
|--------------|---------|---|--------------|-----------------|----------------|
| 1            | CAM     | CDTA: Mainstreaming Climate Resilience into Development Planning (Additional Financing to TA8179) | 1.00<br>3.00 | NDF<br>SCF-PPCR | A. Srinivasan  |
| 2            | CAM     | PPTA: Sustainable Landscape Management - Eastern Plains Landscape                                 | 1.00<br>0.20 | TASF<br>Cofin   | T. Dang        |
| 3            | REG     | PPTA Cluster: Readiness Improvement for Sustainable Projects                                      | 5.00         | NDF             | E.N. Moller    |
| 4            | VIE     | CDTA: Supporting Agriculture Restructuring in Viet Nam  | 1.50         | JFPR            | S. Ranawana    |
| 5            | VIE     | PPTA: Basic Infrastructure Service for Inclusive Growth (additional financing)                    | 0.50         | TASF            | D. Salter      |
| 6            | VIE     | PPTA: Water Efficiency Improvement for Drought Affected Provinces                                 | 0.80         | TASF            | S. Ranawana    |
| <b>Total</b> |         |   | <b>13.00</b> |                 |                |

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



# Nonlending Pipeline, 2017

| No.          | Country | Project Name   | Amount        | Source | Mission Leader  |
|--------------|---------|--|---------------|--------|-----------------|
| 1            | CAM     | PPTA: Irrigated Agriculture Improvement Program  | 1.50          | TASF   | R. Farrukh      |
| 2            | PHI     | CDTA: Strengthening Capacity for Implementing the Rural Enterprise   | 0.80          | TASF   | S. Teoh         |
| 3            | LAO     | Greater Mekong Subregion East-West Economic Corridor Agriculture Infrastructure Sector Project (new TA for Loan 3024 Additional Financing) | 0.125         | TASF   | D. Salter       |
| 4            | MYA     | Second Irrigated Agriculture Inclusive Development Project   | 0.800         | TASF   | P. Ramachandran |
| 5            | REG     | CDTA: Southeast Asia Country Water Assessments   | 2.00          | TASF   | TBD             |
| 6            | REG     | PATA: Development of CASP III  | 0.50          | TASF   | P. Ramachandran |
|              |         |  | 13.50         | Cofin  |                 |
| 7            | VIE     | PPTA: New Rural Development  | 0.80          | TASF   | TBD             |
| <b>Total</b> |         |  | <b>20.025</b> |        |                 |

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



# Nonlending Pipeline, 2018

| No.          | Country | Project Name  | Amount      | Source | Mission Leader |
|--------------|---------|---|-------------|--------|----------------|
| 1            | CAM     | CDTA: Capacity Building for Irrigated Agriculture Improvement Program   | 1.00        | TASF V | R. Farrukh     |
| 2            | INO     | CDTA: Improving Aquaculture Logistics Chain Capability  | 2.00        | JFPR   | TBD            |
| 3            | MYA     | CDTA: Environment and Social Safeguards Institutional Strengthening   | 1.50        | TASF V | TBD            |
| 4            | REG     | PPTA: Enhancing Regional Competitiveness and Trade Facilitation of Agri-food Products in the Greater Mekong Subregion | 2.50        | JFPR   | TBD            |
| 5            | VIE     | CDTA: Support for New Rural Development   | 1.50        | TBD    | S. Ranawana    |
| 6            | VIE     | PPTA: Agricultural Productivity and Food Safety   | 0.80        | TASF   | TBD            |
| <b>Total</b> |         |   | <b>9.30</b> |        |                |

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



# Nonlending Pipeline, 2019

| No.          | Country | Project Name                                     | Amount      | Source | Mission Leader |
|--------------|---------|--|-------------|--------|----------------|
| 1            | LAO     | Northern Agribusiness Infrastructure Development | 0.80        | TASF   | D. Salter      |
| 2            | LAO     | Northern Agriculture Diversification Project     | 0.80        | TASF   | D. Salter      |
| <b>Total</b> |         |  | <b>1.60</b> |        |                |

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



# Areas of Business Opportunity

[Total 2016 Contract Awards Projection: \$185.22 m]

## Civil Works

- Irrigation facilities
- Post-harvest facilities
- Rural infrastructure
- Riverbank protection, flood protection embankments
- Infrastructure for eco-tourism

## Supply of Goods/ Equipment/Materials

- Computers, office equipment, laboratory equipment, vehicles
- Rice seedlings
- Seedlings for coastal reforestation and rehabilitation

## Consulting Services (Firm/Individual)

- Project preparation
- DEDs
- Implementation management
- Construction supervision
- Safeguards
- Audit
- Value chain logistics





# Contact person:

**Marzia Mongiorgi-Lorenzo**

**Unit Head, Project Administration, SEER**

**[mmongiorgi@adb.org](mailto:mmongiorgi@adb.org)**

