

BUSINESS  
OPPORTUNITIES  
FAIR



ADB Headquarters, Manila, Philippines



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

Energy Division

Central and West Asia Department

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# Central and West Asia Region

- Highly diverse group of 10 countries widely varying in resource endowment and development
- Crossroads between Asia and Europe characterized by diverse social and institutional structures
- Rich natural resources making region strategically important to global economy
- Physical connectivity and trade facilitation critical for cost-effective market access

# CWRD Countries



## South Caucasus

- ~100% electrification
- fossil fuel / hydro resource rich = export potential
- high losses / low energy efficiency
- old generation / transmission / distribution assets



## Central Asian Republics

- low level of electrification
- net energy importers
- high losses / low energy efficiency
- old generation / transmission / distribution assets



## South West Asia

# CWEN Business Lines

- Infrastructure Development
  - Power generation / transmission / distribution
  - Renewable energy (wind / solar / hydro)
  - Energy efficiency / loss reduction (supply / demand)
  - Gas well rehabilitation / pipeline
  - Supervisory Control and Data Acquisition (SCADA)
    - and Energy Management Systems (EMS)
- Sector Reform / Modernization
  - Sector Restructuring-Unbundling and/or bundling
  - Financial Recoveries
- Regional Cooperation
  - Central Asia Regional Economic Cooperation (CAREC)
  - Regional Power Master Plan



# Lending Pipeline, 2015-2017

Project Name	Country	Type	Amount (US\$ M)	Contact
<b>2015</b>				
MFF Power Distribution Enhancement Investment Program T1	Pakistan	Loan	400.0	A. Tareen
MFF Energy Development 2014-2023 T1	Afghanistan	Grant	457.0	A. Aleem
Northwest Region Power Transmission Line Project	Uzbekistan	Loan	140.0	T. Luo
Sustainable Energy Reform Program II	Pakistan	Loan	250.0	L. Mtchedlishvili
Advanced Electricity Metering Phase 2	Uzbekistan	Loan	210.0	K. Mitsunashi
<b>2016</b>				
MFF Power Transmission Enhancement Investment Program T1	Pakistan	Loan	200.0	M. Wolf
Sustainable Energy Reform Program 3	Pakistan	Loan	150.0	L. Mtchedlishvili
MFF Power Distribution Enhancement Investment Program II T2	Pakistan	Loan	200.0	A. Tareen
Power Sector Development Project	Tajikistan	Grant	34.0	L. Mtchedlishvili
Utility Scale for Photovoltaic Project	Armenia	Loan	20.0	C. Tiangco
Power Sector Rehabilitation Project	Kyrgyz Rep.	Loan	64.0	-
Solar Power Development II	Uzbekistan	Loan	70.0	C. Tiangco
<b>2017</b>				
MFF Energy Supply Improvement Invest Program T2	Afghanistan	Grant	50.0	
Economic Growth	Pakistan	Loan	200.0	
MFF Transmission II, T2	Pakistan	Loan	100.0	
MFF Medium-Sized Hydro	Pakistan	Loan	100.0	
Power Transmission Rehabilitation Project Phase 2	Armenia	Loan	35.0	
Power Transmission Network Rehabilitation	Georgia	Loan	50.0	
Energy Efficiency Project Phase 2	Kazakhstan	Loan	80.0	
Syrdarya Energy Development	Uzbekistan	Loan	200.0	

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

# Nonlending Pipeline, 2015-2017

Project Name	Country	Type	Amount (US\$ '000)	Contact
<b>2015</b>				
Power Transmission Network Rehabilitation & Energy Efficiency	Georgia	PPTA	1,000	T. Luo
Power Sector Development Project	Tajikistan	PPTA	1,000	L. Mtchedlishvili
Utility Scale Solar Photovoltaic Project	Armenia	PPTA	300	C. Tiangco
Sheberghan Gas to Power Development	Afghanistan	PPTA	1,000	A. Aleem
Gas Interconnectivity	Pakistan	CDTA	1,500	A. Tareen
MFF Hydro Dev. Investment Program	Pakistan	PPTA	1,500	L. Mtchedlisvili
Access to Energy Punjab	Pakistan	PPTA	500	S. Hasnie
Solar Power Development II	Uzbekistan	PPTA	-	C. Tiangco
Promoting Innovative Financing for Hydropower Development	Georgia	PATA	-	T. Luo
<b>2016</b>				
Power Transmission Rehabilitation Project, Phase 2	Armenia	S-PPTA	220	T. Luo
<b>2017</b>				
Policy Support in Gas Sector	Afghanistan	CDTA	500	
Promoting Innovations in Clean Energy Development	Armenia	PATA	300	
Support for Sustainable Development in the Energy	Armenia	PATA	500	
Energy Sector Rehabilitation and Reform Project	Kyrgyz Republic	PPTA	1,000	
Power Rehabilitation or Transmission Project	Kazakhstan	PPTA	1,000	

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# Opportunities

## A. Direct with CWEN

1. Consulting services for project preparatory and advisory technical assistance
  - Firms
  - Individuals
2. Consulting services for project implementation
  - Usually firms
3. Individual consultants, for example, for:
  - Diagnostic studies
  - Advisor on reform
  - Procurement assistance

# Opportunities

## B. Direct with CWEN Countries

1. Design
2. Civil works
3. Equipment supply
4. Installation
5. Supervision consultant



# Issues for your consideration

1. Unique, challenging countries
  - Experts with regional experience (incl. language)
  - Keep up with developments in the region
2. Weak planning, implementing capacity
  - Project preparation at times start from scratch
  - Comprehensive support required
  - Need to be flexible
3. Diverse needs and dynamic changes
  - Keep in touch with project officers
  - Check CSRN

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

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The logo for the Asian Development Bank (ADB), consisting of the letters "ADB" in white serif font on a dark blue square background.

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