

BUSINESS
OPPORTUNITIES
FAIR



ADB Headquarters, Manila, Philippines



7th ADB Business Opportunities Fair

CENTRAL AND WEST ASIA DEPARTMENT (CWRD)

Public Management, Financial Sector and Trade Division (CWPF)

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16-17 March 2016

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ADB

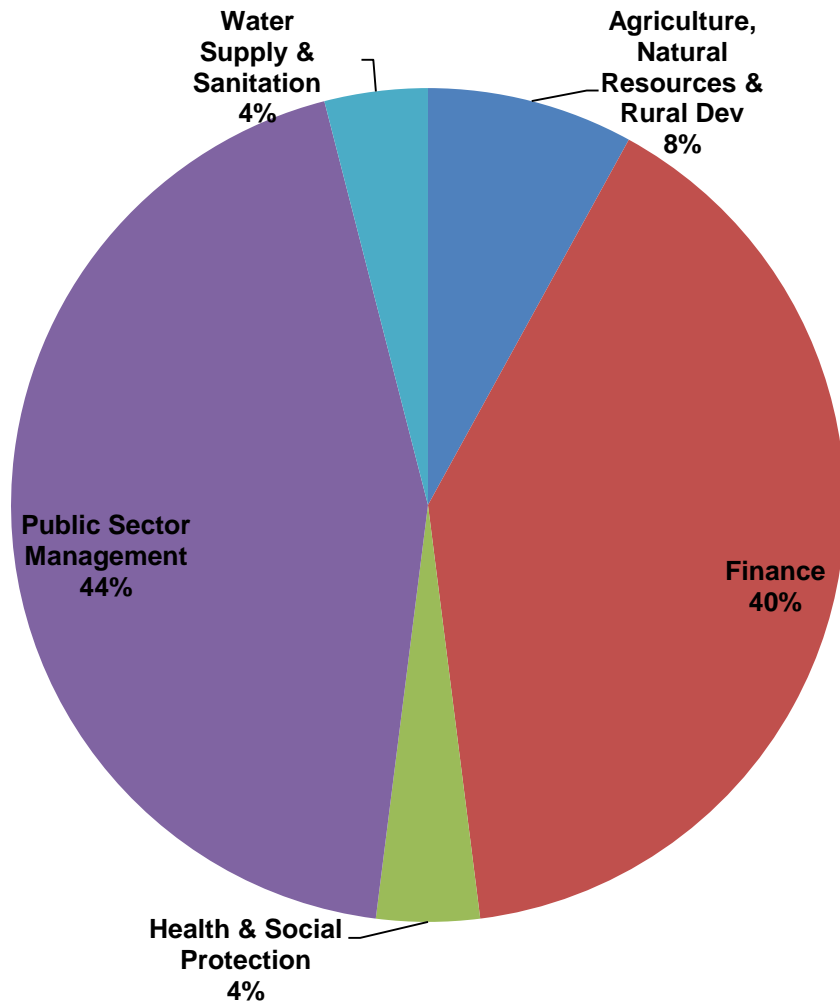
Key Activity Areas

Public Sector Management	Financial Sector	Private Sector
<ul style="list-style-type: none">• Public Sector and Financial Management• SOE Reforms• Infrastructure Sustainability• Environment for Public-Private Partnerships	<ul style="list-style-type: none">• Housing Finance• MSME Finance and Development• Financial Inclusion• Insurance• Islamic Finance	<ul style="list-style-type: none">• Industrial Transformation• Investment Climate• Inclusive Business• Trade facilitation
<p style="text-align: center;">Cross-cutting Themes</p> <p style="text-align: center;">Governance and Public-Private Partnerships</p> <p style="text-align: center;">Gender Equity and Social Development</p>		

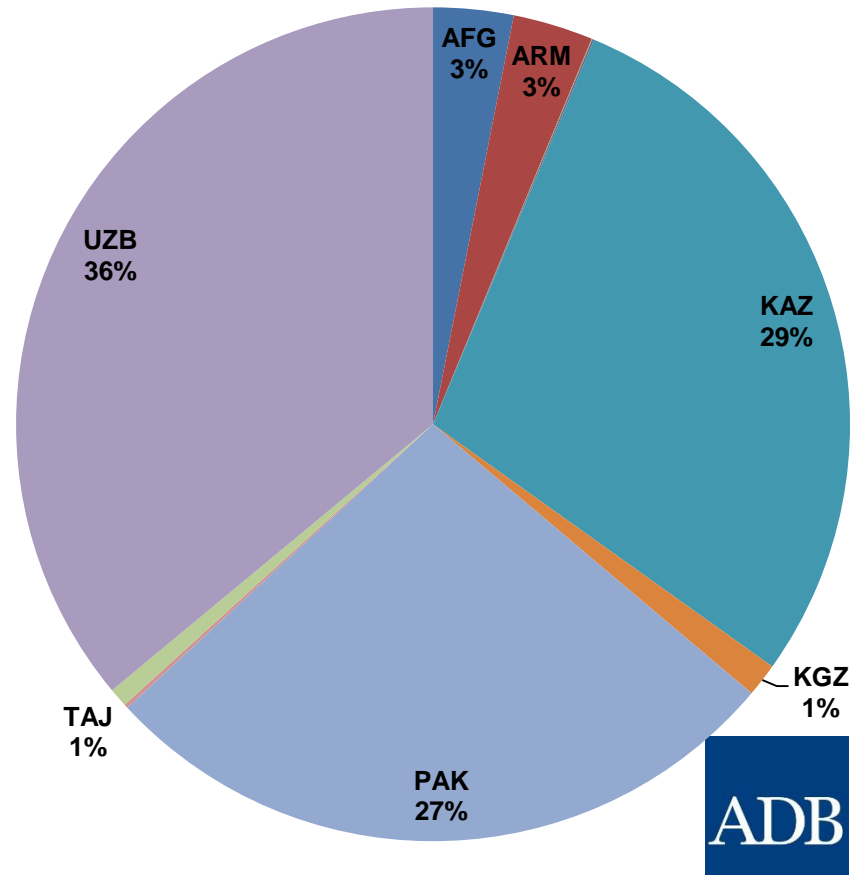
Current CWPF Portfolio

(by amount, as of February 2016)

By Sector

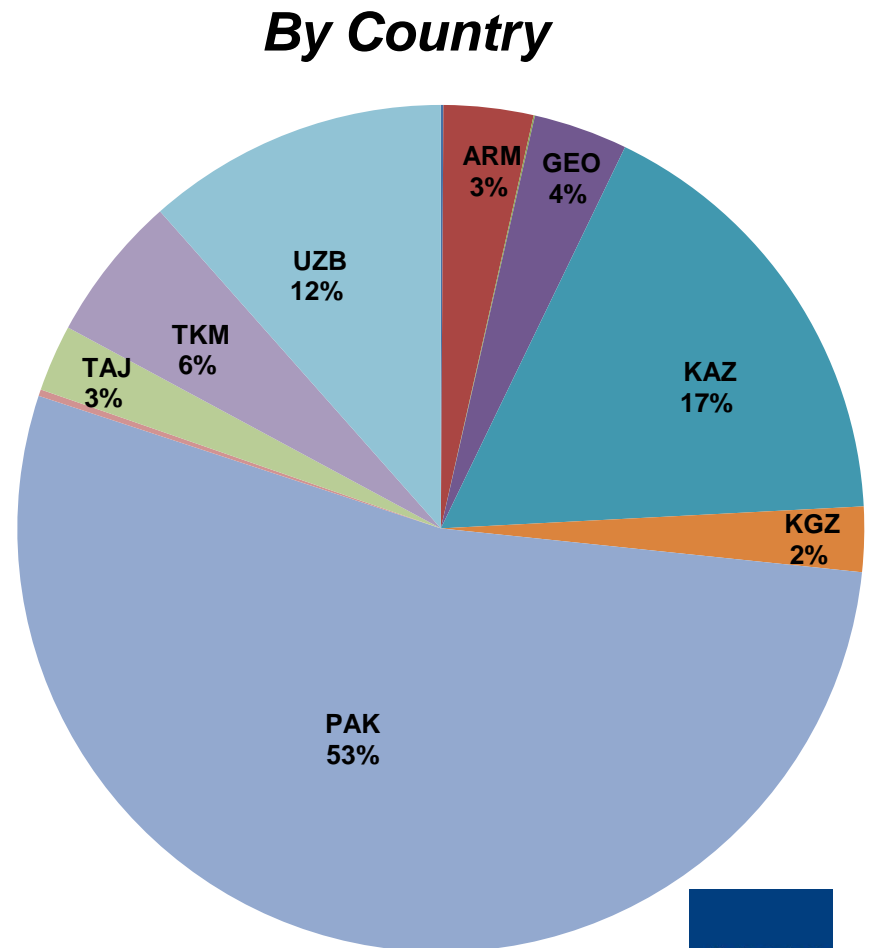
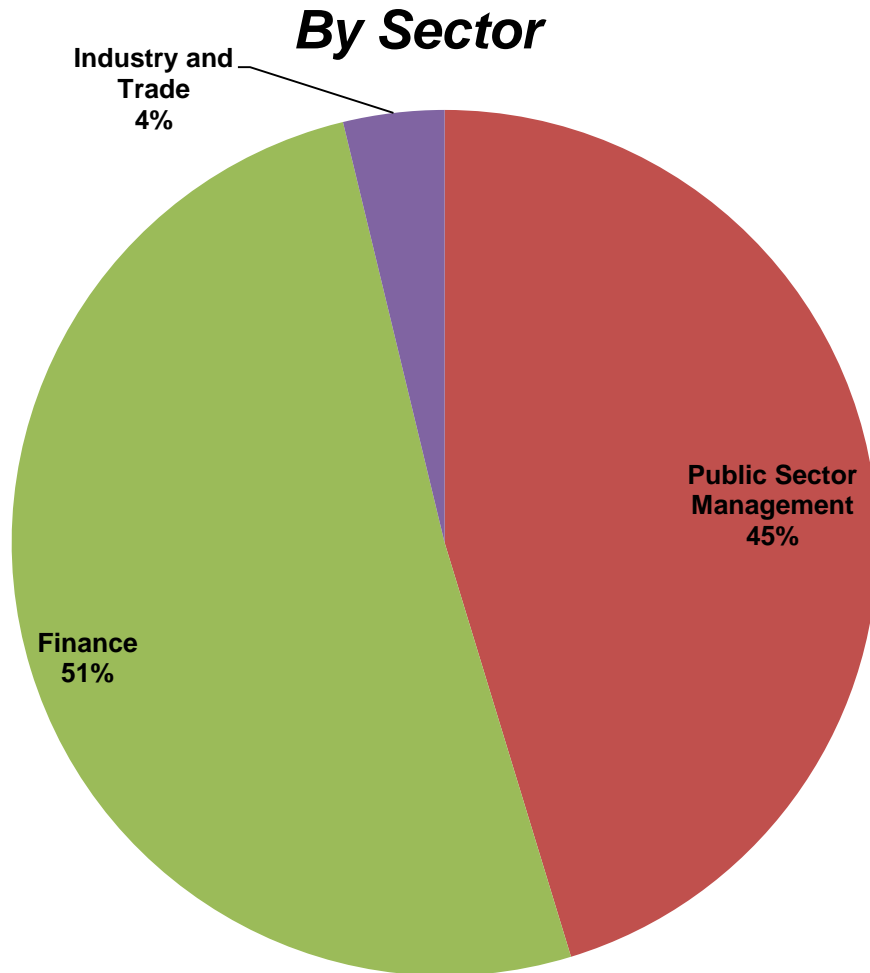


By Country



2016-2018 Pipeline

(by amount, as of February 2016)



2016 Projects/Programs Pipeline

Country	Project/Program	Amount (\$M)	Contact
ARM	Infrastructure Sustainability Support Program, Phase 2	60	M. Hodge
GEO	Improving Domestic Resource Mobilization for Inclusive Growth Program, Subprogram 3	100	T. Niazi
KAZ	Micro, Small and Medium Enterprise Investment Project	200	I. Martinez
KGZ	Second Investment Climate Improvement, Subprogram 2	22	P. Sood
PAK	Enhancing Public-Private Partnership in Pakistan Provincial Support (Provincial Support)	127.73	tbd
PAK	Public Sector Enterprise Reform Program, Subprogram 1	300	H. Mukhophadhyay
TAJ	Investment Climate Reforms Program, Subprogram 2	20	R. Barreto
TKM	Scaling Up Private Businesses Project	200	R. Barreto
UZB	Second and Small Business Entrepreneurship Development	100	A. Mukhayamedyarova

ALL PROJECTS REQUIRE CONSULTING SERVICES



2016 Technical Assistance Pipeline

Country	Project/TA	Amount (\$'000)	Contact
ARM	Community-Based Integrity Initiative	tbd	M. Hodge
KAZ	Economic Growth through Financial Sector and Information and Communication Technology Enhancement	500	D.C. Song
KGZ	Implementation Support for Second Investment Climate Improvement Program (attached to Second ICIP)	500	P. Sood
PAK	Enhancing Public-Private Partnership in Pakistan (Provincial Support)	1,155	tbd
PAK	Enhancing Public-Private Partnership in Pakistan (Federal and Provincial Support)	5,007	P. Sood
PAK	Social Enterprise (Inclusive Business)	500	A. Mukhayamedyarova
PAK	Financial Inclusion for Women	500	M. Van der Auwera
REG	Islamic Finance for Inclusive Growth	2,000	M. Hodge
TAJ	Preparing Subprogram 2 of the Investment Climate Reforms Program	600	R. Barreto

ALL TECHNICAL ASSISTANCE REQUIRE CONSULTING SERVICES



2016 Technical Assistance Pipeline

Country	Project/TA	Amount (\$'000)	Contact
TKM	Financial Sector Reforms	750	R. Barreto
UZB	Second Housing for Integrated Rural Development Program	700	A. Sumbal
UZB	Second Small Business and Entrepreneurship Development	1,000	A. Mukhayamedyarova

ALL TECHNICAL ASSISTANCE REQUIRE CONSULTING SERVICES



Opportunities

Consulting Services opportunities exist in all of our Projects and TAs

What do we look for, how can you stand out?

- Country/region experience
- ADB experience, knowing processes and documents helps
- Language can be very helpful
- Experience in similar types of projects (eg. FILs or due diligence in finance sector)
- Flexibility – eg. mission dates move and we need to be able to adapt
- Applications should be clear on previous relevant work, respond directly to the ToR not with generic information

CWPF Contact Details

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