

BUSINESS
OPPORTUNITIES
FAIR



ADB Headquarters, Manila, Philippines



7th ADB Business Opportunities Fair

Urban Development and Water Division
South Asia Department

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ADB

Region/Country Strategy

South Asia Department

- Bangladesh
- Bhutan
- India
- Maldives
- Nepal
- Sri Lanka

Strategies and Priorities:

- Improving water utility coverage and performance
 - o 24x7
 - o NRW reduction
 - o Increase coverage
 - o Corporatization
- Integrated infrastructure and service delivery
 - o Water supply, sewerage, drainage, solid waste
 - o Transport-roads, bus terminals, bridges and flyovers
 - o Slum improvement and community infrastructure
- Urban management and policy
 - o Increase revenues- property taxes, user fees, billing and collection
 - o Financial management- Accrual based accounting, computerization
 - o Climate resilience
 - o Economic Corridor

Lending Pipeline, 2016-2018

Project Name	Country	Type	Amount (US\$ M)	Contact
2016				
Dhaka Water Supply Network Improvement Project	BAN	Loan	275.00	A. Matsunaga
City Region Development Investment Program	BAN	PDA	5.00	M. Fan
Urban Infrastructure Development (Additional Financing)	BHU	Loan	4.26	K. Tamaki
Madhya Pradesh Urban Services Improvement Program	IND	Loan	266.00	J. Huang
Karnataka Integrated Urban Water Management Inv Prog – Tranche 2	IND	Loan	75.00	N. Saito

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



Lending Pipeline, 2016-2018

Project Name	Country	Type	Amount (US\$ M)	Contact
2016				
Visakhapatnam-Chennai Industrial Corridor Dev Prog – Tranche 1	IND	MFF Tranche 1	500.00 243.00	M. Sharma
Visakhapatnam-Chennai Industrial Corridor Development Program	IND	Program	125.00	
Kolkata Environmental Improvement Inv Prog – Tranche 2	IND	Loan	200.00	N. Pokhrel
Local Government Enhancement Sector Proj (Additional Financing)	SRI	Loan	40.00	N. Saito

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Lending Pipeline, 2016-2018

Project Name	Country	Type	Amount (US\$ M)	Contact
2017				
Improved Urban Environmental Infrastructure Project	BHU	Loan	20.00	K. Tamaki
Urban Governance and Infra Improv Project (Additional Financing)	BAN	Loan	250.00	A. Vogl
Dhaka Water Supply and Sewerage Authority Sewerage Project	BAN	PDA	10.00	A. Matsunaga
Integrated Urban & Econ Corridor Dev Inv Program (T1)	NEP	Loan	70.00	V. Castro-Wooldridge
Jaffna Kilinochchi Water Supply Project (Additional Financing)	SRI	Loan	120.00	J. Huang
State Level support for NUFP – Tamil Nadu	IND	Loan	500	R. Slangen

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Lending Pipeline, 2016-2018

Project Name	Country	Type	Amount (US\$ M)	Contact
2017				
Bangalore City Cluster Dev (T1)	IND	MFF	100.00	N. Saito
Delhi Jal Board Sector Loan	IND	Loan	290.00	M. Sharma
State Level Support for NUFP – West Bengal	IND	Loan	500.00	N. Pokhrel
State Level Support for NUFP – Maharashtra	IND	Loan	500.00	M. Sharma
Jammu & Kashmir Urban Sector Dev Inv Program (T4)	IND	Loan	87.8	A. Kaneko
Assam MFF – (T2)	IND	Loan	TBD	TBD
Bihar Urban Dev Inv Prog (T2)	IND	Loan	80.00	N. Pokhrel

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Lending Pipeline, 2016-2018

Project Name	Country	Type	Amount (US\$ M)	Contact
2018				
City Region Dev Inv Prog (T1)	BAN	MFF	150.00	M. Fan
Support to Ministry of Urban Dev for Smart Cities (T2)	IND	Loan	250.00	TBD
Visakhapatnam-Chennai Industrial Corridor Dev Prog (T2)	IND	Loan	250.00	M. Sharma
Ahmedabad Water Supply and Sewerage (T1)	IND	Loan	250.00	TBD
Nagpur and Pune Water Supply and Sewerage (T1)	IND	Loan	250.00	TBD
Kathmandu Valley Water Supply and San Mgt Inv Prog (T1)	IND	Loan	100.00	TBD

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Lending Pipeline, 2016-2018

Project Name	Country	Type	Amount (US\$ M)	Contact
2018				
Integrated Urban and Economic Corridor Investment Program (T2)	IND	Loan	80.00	N. Pokhrel
Greater Colombo Wastewater Mgt – Additional Financing	SRI	Loan	TBD	M. Fan

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Nonlending Pipeline, 2016-2018

Project Name	Country	Type	Amount (US\$ M)	Contact
2016				
Preparing City Region Dev Inv Prog	BAN	PPTA	0.40	M. Fan
Capacity Devt for the Visakhapatnam-Chennai Ind Corridor Dev Prog (piggyback)	IND	CDTA	1.00	M. Sharma
Capacity Bldg for Madhya Pradesh Urban Services Improv Prog (piggyback)	IND	CDTA	1.00	J. Huang
Preparing Kathmandu Valley Water Supply & Sanitation IP	NEP	PPTA	1.00	V. Castro-Wooldridge
Topping up for Jaffna Kilinochchi Water Supply Proj (Support SLRM)	SRI	CDTA	0.40	J. Huang

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Nonlending Pipeline, 2016-2017

Project Name	Country	Type	Amount (US\$ M)	Contact
2017				
Support for Swachh Bharat (Urban)	IND	CDTA	2.00	TBD
Preparation of Projects in Smart Cities I (Gujarat)	IND	PPTA	1.00	TBD
Preparation of Projects in Smart Cities I (Maharashtra)	IND	CDTA	1.00	TBD
2018				
Preparing Bangalore Water Supply Sewerage Board Project	IND	PPTA	1.00	TBD
Preparing Economic Corridor Project Phase 2 (Orissa)	IND	PPTA	1.00	TBD

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Nonlending Pipeline, 2016-2018

Project Name	Country	Type	Amount (US\$ M)	Contact
2018				
Institutional Strengthening for Economic Corridor Devt	NEP	CDTA	2.00	V. Castro-Wooldridge
Greater Colombo Wastewater Mgt Project-Additional Financing (piggyback)	SRI	CDTA	1.00	M. Fan

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Opportunities

A. Direct with ADB

- Consulting services for project preparatory and advisory technical assistance
 - Firms
 - Individuals
- Consulting services for project implementation
 - Usually firms
- Individual consultants, for example, for:
 - Diagnostic studies
 - Project formulation
 - Advisor on reform
 - Procurement assistance
 - Reconnaissance for project formulation

Opportunities

B. Direct with Countries in the Region

- Planning
- Design
- Civil works (Design-built)
- Advisory services
- Supervision consultants
- Capacity building

Issues for your consideration

- Unique, challenging countries
 - Experts with regional experience (incl. language)
 - Need of capable local partner(s)
- Weak planning, implementing capacity
 - Project preparation at times start from scratch
 - Comprehensive support required
 - Problem-solving oriented
- Diverse needs and dynamic changes
 - Check CSRN
 - Propose new approaches (new technologies)
 - Avoid frequent replacement for key experts

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

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