



# BUSINESS OPPORTUNITIES FAIR



Asian Development Bank Headquarters, Manila, Philippines

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

### Urban Development and Water

### Southeast Asia

### By: Michael White

### 22 March 2017

*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.*



## Region/Country Strategy

- Cambodia, Indonesia, Lao PDR, Myanmar, Philippines, and Viet Nam
- Sustainable urban infrastructure and services provision
- Increased focus on sanitation, in addition to water supply
- Climate change mitigation and adaptation
- Integrated approach for GMS countries

# Lending Pipeline, 2017-2019

Project Name	Country	Type	Amount (US\$ M)	Contact
<b>2017 Firm</b>				
Provincial Water Supply and Sanitation Project	CAM	Loan	49.1	Michael White
Third GMS Corridor Towns Development Project	MYA	Loan	80.0	Eri Honda
Secondary Cities Development Project	VIE	Loan	170.0	S. Ishii
<b>2017 Standby</b>				
Mandalay Urban Services Improvement Project Phase 2	MYA	Loan	150.0	Eri Honda
Fourth GMS Corridor Towns Development Project	LAO	Loan	45.0	Tatiana Gallego-Lizon

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



# Lending Pipeline, 2017-2019

Project Name	Country	Type	Amount (US\$ M)	Contact
<b>2018 Firm</b>				
Solid Waste Management Sector Project	PHI	Loan	70.0	Stella Tansengco-Schapero
City Wide Sanitation Project with RBL Component	INO	Loan	400.0	Paulus van Klaveren/ Siti Hasanah
Fourth GMS Corridor Towns Development Project	LAO	Loan	45.0	Tatiana Gallego-Lizon
Fourth GMS Corridor Towns Development Project	CAM	Loan	60.0	Tatiana Gallego-Lizon
Flood Management	PHI	Loan	400.0	Paulus van Klaveren
Water Supply and Sanitation Project – Additional Financing	LAO	Loan	40.0	Javier Coloma-Brotons
<b>2018 Standby</b>				
Third Rural Water Supply and Sanitation Project	CAM	Loan	29.5	Sameer Kamal
Second Tonle Sap Integrated Urban Management Project	CAM	Loan	50.0	Sameer Kamal
Urban Climate Change Resilience Program I	VIE	Loan/Grant	300.00	TBD

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



# Lending Pipeline, 2017-2019

Project Name	Country	Type	Amount (US\$ M)	Contact
<b>2019 Firm</b>				
Third Rural Water Supply and Sanitation Sector Project	CAM	Loan	29.5	Sameer Kamal
Second Tonle Sap Integrated Urban Management Project	CAM	Loan	50.0	Sameer Kamal
Mandalay Urban Improvement Project Phase 2	MYA	Loan	150.0	Eri Honda
Urban Climate Change Resilience Program I	VIE	Loan/Grant	300.00	TBD
<b>2019 Standby</b>				
HCMC and Ha Noi Wastewater Project (JICA Collaboration)	VIE	Loan	450.0	TBD

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



# Nonlending Pipeline, 2017-2019

Project Name	Country	Type	Amount (US\$ M)	Contact
<b>2017</b>				
Provincial Water Supply and Sanitation Project - piggy backed	CAM	CDTA	1.0	Michael White
Strengthening Urban Development Planning and Implementation	INO	PATA	0.3	Tatiana Gallego-Lizon
Second Mandalay Urban Services Improvement Project	MYA	PPTA	1.0	Eri Honda
Third GMS Corridor Town Development Project	MYA	CDTA	3.0	Eri Honda
Preparing the Flood Management Project	PHI	PPTA	1.0	Paul van Klaveren
Piloting Fecal Sludge Management in Viet Nam	VIE	CDTA	2.0	Satoshi Ishii
Water Sector Corporate Reform Management	VIE	PPTA	1.5	Satoshi Ishii

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



# Nonlending Pipeline, 2017-2019

Project Name	Country	Type	Amount (US\$ M)	Contact
<b>2018</b>				
Angat Water Transmission Phase II	PHI	PPTA	1.0	TBD
Preparing Support for Urban Infrastructure Financing	INO	PPTA	0.50	TBD
Vientiane Integrated Sanitation Project	LAO	PPTA	1.50	TBD
Integrated Water Resource Management Program	PHI	PPTA	1.0	TBD
Resilient and Sustainable Urban Water Supply and Environmental Sanitation Program	VIE	PPTA	2.50	TBD

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



# Nonlending Pipeline, 2017-2019

Project Name	Country	Type	Amount (US\$ M)	Contact
<b>2019</b>				
Third Provincial Water Supply and Sanitation Sector Project	CAM	PPTA	1.50	TBD
Developing Smart, Urban, Green Growth Cities	INO	CDTA	0.50	TBD
Strengthening the Sustainability of Sanitation Investments in Selected Cities	INO	PATA	0.30	TBD
GMS Corridor Town Development Project	MYA	PPTA	1.0	TBD
Urban Climate Change Implementation	VIE	CDTA	1.50	TBD

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





# Opportunities

- Consulting:
  - Technical assistance (ADB)
  - Loans and grants (Executing agencies)
- Goods and Works:
  - Loans and grants (Executing agencies)
- Sources of information:
  - Project officers (TAs, loans, and grants)
  - CSRN and procurement plans
  - Executing agencies (loans & grants)

# Issues for your consideration

- Need to improve project performance
  - Advance actions during loan processing:
    - Advance recruitment of consultants for loans
    - Advance procurement of goods and works
  - Increased use of design-build packages
  - Early contract award after loan effectivity
- Consultants need to have **ACTIVE** role to improve project implementation
- Good groundwork on projects needed, don't rely solely on ADB website



# Contact person:

Michael White

Urban Development Specialist, SEUW

[mewhite@adb.org](mailto:mewhite@adb.org)

