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DOING BUSINESS WITH THE MULTILATERALS & DONOR AGENCIES

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Funafuti, Tuvalu

WHO WE ARE



REEVES INTERNATIONAL

Reeves is an internationally-focused construction company. It has successfully delivered Overseas Development Assistance (ODA) infrastructure projects in Asia and the Pacific Region for the past thirty-five years including a wide range of Government public infrastructure projects for Education, Health, Environment, Airport, Embassies / Consulates, Offices and Justice facilities.

We are specialists in delivering projects where operating conditions may include a fledgling construction sector, difficult and remote locations.



CCB ENVICO

Specialising in **Civil Water Infrastructure**, CCB Envico is a specialist construction contractor engaged in the design, construction, and commissioning of facilities for Government and private industry.

CCB Envico has capabilities with the design, construction and commissioning of: Operable Water & Sewerage Treatment Plants, Aeration and/or Filtration, Pumping stations, Water Retaining Structures, Inlet Works and Screening, Sludge Handling, SCADA, Pipelines and associated civil infrastructure.

HOW WE STARTED WITH ADB

- Attendance in seminars
- Subscription in tender platforms and bank web sites
- Focus on specific geographical areas
- Establish contacts in the bank, i.e. ADB through the Business Opportunities Fair
- Utilised Partners with experience
- 2010 Bid, Won and completed Water projects ---
First ADB Opportunity 2010



Cooks Barracks, Vanuatu

HOW WE KEEP GOING

- Focus on specific geographical areas
- Relationship building with partners and subcontractors
- Reputation – Ensure we have Satisfied clients
- Focus on Staff and their capacity and attitude to do the work
- Business Partners – EFIC, ANZ , Austrade



Cooks Barracks, Vanuatu

RECENT MULTILATERAL & DONOR FUNDED PROJECTS

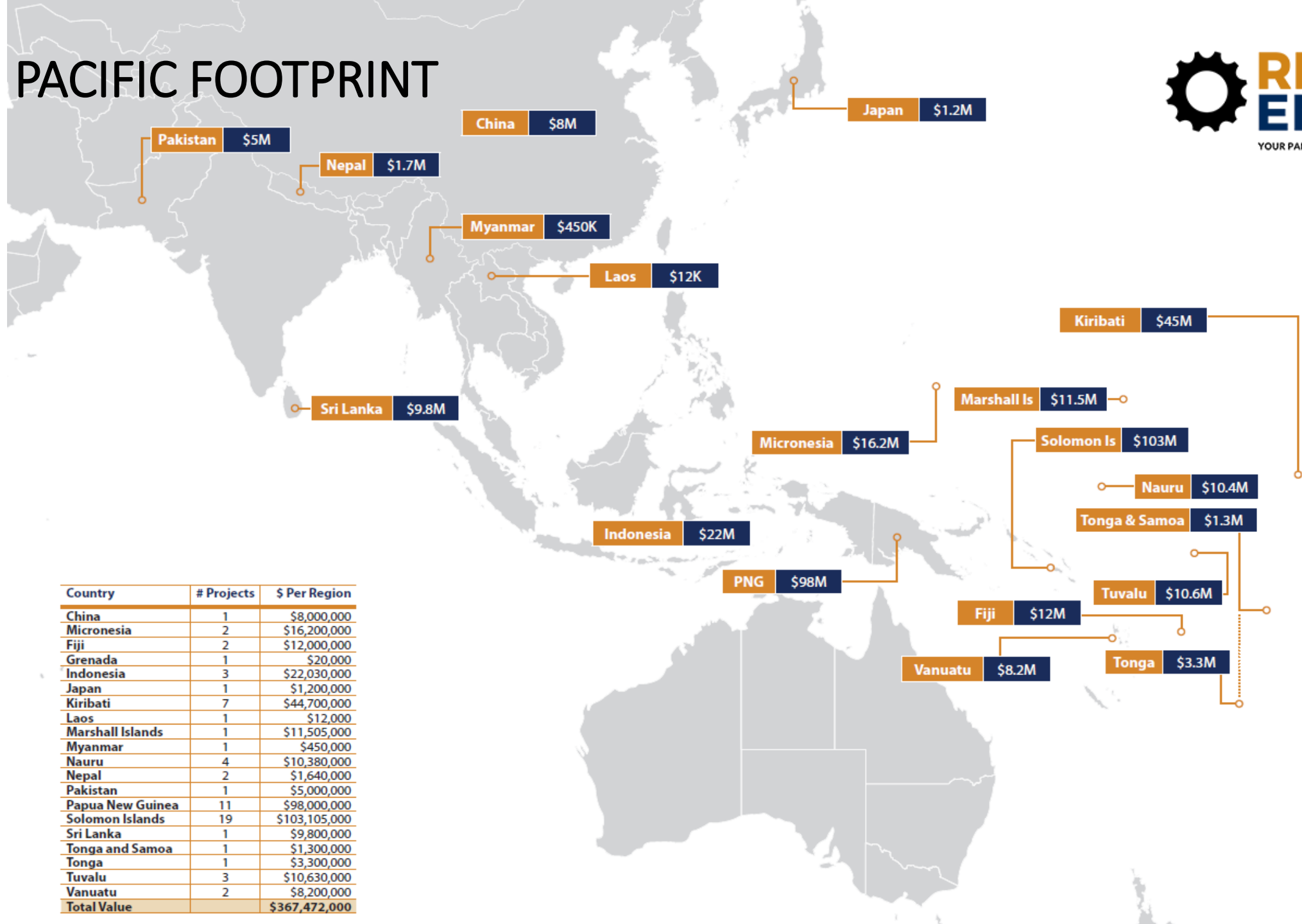
Recent (5 Yrs) @ \$80 M~



PROJECTS	CLIENT	PROJECT VALUE
Ebeye Water & Wastewater – Marshall	DFAT/ADB	\$12 M
Nauti School - Tuvalu	DFAT/TG	\$6.2 M
Pohnpei WWTP Operations	ADB/US	\$1.1 M
Solomon Islands Water Pipelines	DFAT	\$3.1 M
Sri Lanka Colombo Pump Stations	ADB	\$11 M
Solomon Islands Water Storages	DFAT	\$1.9 M
SI – Munda Airport Fire Facility	MFAT	\$2.1 M
Kiribati Sanitation	ADB	\$ 8.1 M
Kiribati Outfalls	ADB	\$ 3.5 M
Kiritimati Water Distribution	ADB	\$ 2.8 M
Tuvalu Aviation Facility – Tuvalu	WB	\$ 5.7 M
Kiritimati Aviation Facility	WB	\$ 6.9 M
Tarawa Aviation Facility	WB	\$ 6.5 M
Tarawa Coastal Protection - Kiribati	WB	\$ 2.4 M
Gizo Market Upgrade - SI	DFAT	\$3.3 M



PACIFIC FOOTPRINT



Country	# Projects	\$ Per Region
China	1	\$8,000,000
Micronesia	2	\$16,200,000
Fiji	2	\$12,000,000
Grenada	1	\$20,000
Indonesia	3	\$22,030,000
Japan	1	\$1,200,000
Kiribati	7	\$44,700,000
Laos	1	\$12,000
Marshall Islands	1	\$11,505,000
Myanmar	1	\$450,000
Nauru	4	\$10,380,000
Nepal	2	\$1,640,000
Pakistan	1	\$5,000,000
Papua New Guinea	11	\$98,000,000
Solomon Islands	19	\$103,105,000
Sri Lanka	1	\$9,800,000
Tonga and Samoa	1	\$1,300,000
Tonga	1	\$3,300,000
Tuvalu	3	\$10,630,000
Vanuatu	2	\$8,200,000
Total Value		\$367,472,000

CURRENT MULTILATERAL & DONOR FUNDED PROJECTS @ Approx 75 million



PROJECT	MDA	COMPLETION DATE
Design and Construction Supervision of Noro Surveillance Building. Solomon Islands	World Bank	March 2021
Apia Fitout Works & Nuku'alofa Extension Works	DFAT – Overseas Property Office	July 2020
DFAT OPO Residential Replacement Project. Tarawa, Kiribati	DFAT – Overseas Property Office	October 2021
Design and Construction of TB Facilities – Angau Hospital PNG	DFAT PNG –Johnstaff ID.	August 2020
Design and Construct of Youth Multi-purpose hall. Honiara, Solomon Islands	New Zealand Ministry of Foreign Affairs and Trade - MFAT	December 2021
Majuro – Fuel Storage Sea wall Reconstruction	ADB	May 2022
ENNUPS Electricity Upgrade Ebeye	MEC – USAID	June 2022
Vanuatu Cook Barracks Redevelopment	Australian Government	March 2021

KEY LEARNINGS: CHALLENGES & OPPORTUNITIES

- Foreign Exchange Management – 67c - \$1.04
- Access to local partners / look harder for technical support
- Competitiveness in a market dominated by Chinese S.O.E's
- Know your strength
- Prequalification Criteria / look at technical edge /
- ADB & World Bank Selection & Payment - Beauracratc – Process over program
- Logistics and Environment -
- Staff – Travel / interest / demands / Health
- Work & Business Permits
- Difficult Projects requiring planning and attention to methodology,



Current Environment

- Unprecedented Investment in the Pacific
- Ensuring project continuity, i.e. pre-fabrication
 - Innovation and Australian Manufacturing
 - Local vaccination programs in project sites
 - Staff Safety / Uncertainty & DRR
- Logistics / Logistics / Logistics
 - Quarantine, i.e. story of Bill
- Australian Companies need partners – Locally Lead Solutions v Local Engagement
- Borders are Notional
- Infrastructure Programs make sense to keep economies moving



BUILDING COMMUNITIES





THANK YOU!

Solomon Islands