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Business Opportunities

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11TH BUSINESS OPPORTUNITIES FAIR 2023

4 - 5 OCTOBER 2023 | 9:00 AM - 5:00 PM | MANILA

Challenges

Climate Change

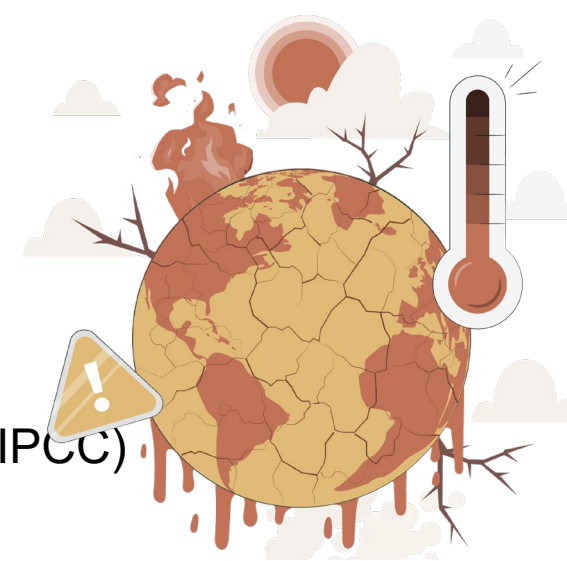
- Temperatures are rising two times faster in Asia than the global average (IMF)
- The Asia Pacific region produces about 50% of the world's greenhouse gas emissions (IPCC)
- \$53.8 billion – annual average economic cost of disasters in Asia and the Pacific

Natural Capital Loss

- 63% of Asia's GDP, or \$19.5 trillion of economic activity, is threatened by biodiversity and nature loss (WEF)
- In Southeast Asia alone, up to 42% of all species (half representing global extinctions) could be lost by the end of this century under a business-as-usual scenario (IUCN)
- Southeast Asia loses 1.2% of its forests every year (FAO). Asia loses three times this amount of wetlands annually (RAMSAR)

Food Insecurity

- Prevalence: nearly 10% of Asia's population (around 425 million people) suffer from chronic undernourishment (FAO)
- Up to 135 million people are at risk of distressed migration as a result of land degradation in the next 30 years (UNCCD).



Natural capital loss, climate change and food security are inextricably linked and amplify one another. E.g., deforestation increases climate vulnerability locally and globally and contributes to food insecurity.

Practice Group Mission

Natural capital is the world's stock of natural resources, which includes geology, soils, air, water and all living organisms. Many natural capital assets provide people with vital goods and services (ecosystem services). All these natural capital assets underpin our economy and society and make human life possible.



ADB

The Natural Capital and Climate Team is expanding an investment program for:

- ❖ Conservation and enhancement of land resources, including forest, rangelands and farmland
- ❖ Sustainable and integrated use of water resources, including lakes, rivers and wetlands;
- ❖ Coastal and marine ecosystem preservation, conservation and enhancement
- ❖ Ecosystem and biodiversity preservation, conservation and enhancement
- ❖ Climate change adaptation and mitigation for natural capital assets and their benefits
- ❖ Livelihood development for all communities dependent on natural capital assets



Lending Pipeline, 2023–2025

❖ 2023

- PRC: Anhui Chao Lake Comprehensive Ecological Watershed Protection and Green Development Project (\$224 million)
- PRC: Hubei Huanggang Dabie Mountain Ecosystem Protection and Carbon-Neutral Green Development Project (\$200 million)
- MON: Agriculture and Rural Development Project Phase 2 (\$57.1 million)



Lending Pipeline, 2023–2025 - *Continuation*

❖ 2024

- PRC: South Dongting Lake Wetland Ecological Restoration and Sustainable Development Project (\$150 million)
- PRC: Shandong Qixia Ecological Conservation Demonstration Project (\$150 million)
- INO: Subprogram 1 - Reducing Marine Debris in Indonesia Program (\$300)
- IND: Sustainable, Inclusive, and Climate Resilient Tourism Development at Tehri Lake Area (\$130 million)
- NEP: Climate-Resilient Landscapes and Livelihoods Project (\$30 million)



Lending Pipeline, 2023–2025 - *Continuation*

❖ 2025

- IND: Climate Adaptation Coastal Protection and Management in Karnataka (\$170 million)
- IND: Climate Adaptation Coastal Protection and Management in Kerala (\$326 million)
- IND: Manipur Sustainable Lake Ecosystem Restoration Project (\$170 million)
- IND: Eco-Tourism Development for empowering rural youth and conserving natural resources in Sohra (Cherrapunjee), Meghalaya (\$120)



Lending Pipeline, 2023–2025 - *Continuation*

❖ 2025

- LAO: Forest Development for Livelihoods, Biodiversity and Carbon Sequestration Project (\$30)
- PAK: Sindh Coastal Resilience Sector Project (\$238 million)
- PAK: Faisalabad Integrated Urban Water Management and Ecorevitalization (formerly Ravi River Ecorevitalization Project I) (\$150 million)
- PRC: Chishui River Basin Ecological Protection and Green Development (\$200 million)
- VIE: Climate-Resilient Landscapes and Livelihoods Project (\$30 million)



Nonlending Pipeline, 2023–2025

❖ 2023

- MON: Capacity Building for Agriculture Value Chain Financing (\$2,000,000)
- MON: Strategic Sector Planning for Agriculture and Tourism in Mongolia (\$225,000)
- PRC: Provincial and Municipal Climate Change Adaptation Capacity Improvement (\$524,800)
- PRC: Research on Ecological Protection and Restoration Strategies and Policy System of Coastal Zones in Highly Urbanized Areas (\$300,000)
- PRC: Research on Protection and Restoration Policy of Migratory Birds (\$750,000)
- PRC: A Study on the Policy Mechanism of Synergistically Reducing Pollution and Carbon Emissions in Industry to Ensure Ecological Security in the Yellow River (\$300,000)
- PRC: Research on Ecological Integrated Regulation Strategy in the Middle and Upper Reaches of the Yellow River Basin under the Rigid Constraints of Water Resources (\$300,000)
- PRC: Study on Policy Mechanism and Pattern of Ecosystem Integrated Governance in the Yellow River Basin (\$300,000)
- PRC: Poyang Lake Climate Change Adaptation Action Plan (\$300,000)



Nonlending Pipeline, 2023–2025

- *Continuation*

❖ 2024

- MON: Water Security Management Program (Phase 1 Tuul River Basin) (\$1,000,000)
- MON: Supporting Sector Reform, Sustainable Use, and Conservation of Mongolia's Forest Resources (\$500,000)
- MON: Agriculture SME Financing for Food System Resilience (\$900,000)

❖ 2025

- MON: Western Region Agriculture Value Chain and Infrastructure Development Project (\$1,000,000)

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



Opportunities (TAs for Approval in 2023)

TA Title	Opportunities	Cost Estimate (\$)	Advertisement
MON: Capacity Building for Agriculture Value Chain Financing ADB Focal: Yukitsugu Yanoma	Consulting firm Goods	900,000 300,000	TBD
MON: Strategic Sector Planning for Agriculture and Tourism ADB Focal: Yukitsugu Yanoma	Individual consultants	225,000	Q4 2023
PRC: Provincial and Municipal Climate Change Adaptation Capacity Improvement ADB Focal: Dustin Schinn	Consulting firm	500,000	Q1 2024
PRC: Research on Ecological Protection and Restoration Strategies and Policy System of Coastal Zones in Highly Urbanized Areas. ADB Focal: Mingyuan Fan	Individual consultants	300,000	Q1 2024
PRC: Research on Protection and Restoration Policy of Migratory Birds. ADB Focal: Mingyuan Fan	Consulting Firm Goods	700,000 10,000	Q1 2024



Opportunities (TAs for Approval in 2023)

- Continuation

TA Title	Opportunities	Cost Estimate (\$)	Advertisement
PRC: Study on the Policy Mechanism of Synergistically Reducing Pollution and Carbon Emission in Industry to Ensure Ecological Security in the Yellow River. ADB Focal: Mingyuan Fan	Consulting firm Individual consultants	300,000	Q1 2024
PRC: Research on Ecological Integrated Regulation Strategy in the Middle and Upper Reaches of the Yellow River Basin under the Rigid Constraints of Water Resources. ADB Focal: Yoshiaki Kobayashi	Individual consultants	300,000	Q1 2024
PRC: Study on Policy Mechanism and Pattern of Ecosystem Integrated Governance in the Yellow River Basin ADB Focal: Au Shion Yee	Consulting firm	300,000	Q1 2024
PRC: Poyang Lake Climate Change Adaptation Action Plan ADB Focal: Dongmei Guo	Consulting firm	300,000	Q1 2024



Opportunities (Loans for Approval in 2023)

Loan	Scope	Procurement Opportunities
<p>PRC: Hubei Huanggang Dabie Mountain Ecosystem Protection and Carbon Neutral Green Development Project</p> <p>ADB Focal: Xueliang Cai</p> <p>Loan Amount: \$200 million</p>	<ul style="list-style-type: none"> • WWTP and pipe network, rural STP improvement; riverbank protection, sluice, pollution control; agriproduct processing and logistics center • Project implementation consulting firm 	<p>For advertisement Q4 2023</p> <ul style="list-style-type: none"> • 3 OCB-national advertisement works contracts = \$38.6 million • 1 consulting firm contract = \$1 million



Opportunities (Loans for Approval in 2023)

- Continuation

Loan	Scope	Procurement Opportunities
<p>PRC: Hubei Huanggang Dabie Mountain Ecosystem Protection and Carbon Neutral Green Development Project</p> <p>ADB Focal: Xueliang Cai</p> <p>Loan Amount: \$200 million</p>	<ul style="list-style-type: none"> • River revetment, sluice, sewage pipes, landscaping • Forest rehabilitation and ecotourism facilities • Agriproduct processing and logistics center • Climate change adaptation action plan; gross ecological product accounting study 	<p>For advertisement Q1-Q2 2024</p> <ul style="list-style-type: none"> • 2 OCB-national advertisement works contracts = \$13.2 million • 4 OCB-national advertisement works contracts = \$23.8 million • 1 OCB-national advertisement works contract = \$4.9 million • 2 consulting firm contracts = \$2.4 million



Opportunities (Loans for Approval in 2023)

- Continuation

Loan	Scope	Procurement Opportunities
<p>PRC: Hubei Huanggang Dabie Mountain Ecosystem Protection and Carbon Neutral Green Development Project</p> <p>ADB Focal: Xueliang Cai</p> <p>Loan Amount: \$200 million</p>	<ul style="list-style-type: none"> • Smart agriculture establishment and management • Farmland improvement • Rural living environment improvement and supporting facilities 	<p>For advertisement Q3-Q4 2024</p> <ul style="list-style-type: none"> • 2 OCB-national advertisement IT contracts = \$2 million • 2 OCB-national advertisement works contracts = \$18.5 million • 2 OCB-national advertisement works contracts = \$6.3 million



Opportunities (Loans for Approval in 2023)

- Continuation

Loan	Scope	Procurement Opportunities
<p>PRC: Hubei Huanggang Dabie Mountain Ecosystem Protection and Carbon Neutral Green Development Project</p> <p>ADB Focal: Xueliang Cai</p> <p>Loan Amount: \$200 million</p>	<ul style="list-style-type: none"> • Agriproduct processing and logistics center • Forest and river basin rehabilitation 	<p>For advertisement Q2-Q3 2025</p> <ul style="list-style-type: none"> • 1 OCB-national advertisement works contract = \$10.7 million • 2 OCB-national advertisement works contracts = \$10.9 million



Opportunities (Loans for Approval in 2023)

- Continuation

Loan	Scope	Procurement Opportunities
<p>PRC: Anhui Chao Lake Environmental Rehabilitation Project (Phase 2)</p> <p>ADB Focal: Silvia Cardascia</p> <p>Loan Amount: \$224 million</p>	<ul style="list-style-type: none"> • Studies on eco-compensation mechanism and water quality trade • Agriculture NPS pollution control in 2 rivers • Drainage system restoration and upgrade • WWTP works and equipment 	<p>For advertisement Q1 2024</p> <ul style="list-style-type: none"> • 2 consulting firm contracts = \$2.3 million • 1 OCB-national advertisement works contract = \$42.8 million • 2 OCB-national advertisement works contracts = \$25.6 million • 2 OCB-national advertisement works contracts = \$52.7 million; 2 OCB national advertisement goods contracts = \$14 million



Opportunities (Loans for Approval in 2023)

- Continuation

Loan	Scope	Procurement Opportunities
<p>PRC: Anhui Chao Lake Environmental Rehabilitation Project (Phase 2)</p> <p>ADB Focal: Silvia Cardascia</p> <p>Loan Amount: \$224 million</p>	<ul style="list-style-type: none"> River ecological conservation works Platform upgrade of digital lake system Equipment supply and installation for digital lake system 	<p>For advertisement Q2 2024</p> <ul style="list-style-type: none"> 1 OCB-national advertisement contract = \$12 million 1 OCB-national advertisement IT contract = \$6.3 million 1 OCB-international advertisement goods contract = \$46.4 million



Opportunities (Loans for Approval in 2023)

- Continuation

Loan	Scope	Procurement Opportunities
PRC: Anhui Chao Lake Environmental Rehabilitation Project (Phase 2) ADB Focal: Silvia Cardascia Loan Amount: \$224 million	<ul style="list-style-type: none"> Bypass wetland and reservoir construction River ecological rehabilitation 	For advertisement Q3-Q4 2024 <ul style="list-style-type: none"> 1 OCB-national advertisement works contract = \$5.2 million 1 OCB-national advertisement works contract = \$22.2 million



Opportunities (Loans for Approval in 2023)

- Continuation

Loan	Scope	Procurement Opportunities
<p>PRC: Anhui Chao Lake Environmental Rehabilitation Project (Phase 2)</p> <p>ADB Focal: Silvia Cardascia</p> <p>Loan Amount: \$224 million</p>	<ul style="list-style-type: none"> Water environment rehabilitation (Yafu Park) River rehabilitation and dredging Drainage upgrade Technology and policy study on stormwater management 	<p>For advertisement Q1-Q3 2025</p> <ul style="list-style-type: none"> 1 OCB-national advertisement works contract = \$26.6 million 1 OCB-national advertisement works contract = \$8 million 1 OCB-national works contract = \$9 million 1 consulting firm contract = \$.42 million



Opportunities (Ongoing Loans)

Loan	Scope	Procurement Opportunities
<p>L4204-PRC: Fujian Xianyou Mulan River Basin Integrated Ecological Improvement and Environmental Management Project</p> <p>ADB Focal: Xueliang Cai</p> <p>Loan Amount: \$200 million</p>	<ul style="list-style-type: none"> • Smart river chief system • Smart sanitation and solid waste management system • Smart drainage management system 	<p>For advertisement Q1 2024</p> <ul style="list-style-type: none"> • 1 OCB-national advertisement IT contract = \$11.3 million • 1 OCB-national advertisement IT contract = \$3.5 million • 1 OCB-national advertisement IT contract = \$5.4 million



Opportunities (Ongoing Loans)

- Continuation

Loan	Scope	Procurement Opportunities
<p>L3401-PRC: Henan Hebi Qihe River Environmental Improvement and Ecological Conservation Project</p> <p>ADB Focal: Yoshiaki Kobayashi</p> <p>Loan Amount: \$150 million</p>	<ul style="list-style-type: none"> • Ecological wetland restoration • Ecological park construction • Ecological reserve restoration 	<p>For advertisement Q4 2023</p> <ul style="list-style-type: none"> • 1 NCB works contract = \$16 million • 1 NCB works contract = \$10.3 million • 2 NCB works contracts = \$34.8 million



Opportunities (Ongoing TA)

Loan	Scope	Procurement Opportunities
<p>TA 10033-PRC: Innovating Eco-Compensation Mechanisms in Yangtze River Basin</p> <p>ADB Focal: Silvia Cardascia</p> <p>TA Amount: \$8.07 million</p>	<ul style="list-style-type: none"> Consulting firm for TA implementation <p><i>Note: There are ongoing discussion with government counterparts regarding implementation arrangements that might affect procurement packaging.</i></p>	<p>For advertisement Q1 2024</p> <ul style="list-style-type: none"> One or more consulting firm contract = \$7.9 million



Issues/Challenges for your Consideration

- ❖ Delayed loan effectiveness adversely affecting commencement of project activities
- ❖ Delayed preparation of bidding documents
- ❖ Limited resources to communicate and share successes and lessons learned internationally



Thank You!

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