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**12TH ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2024**

9-10 OCTOBER 2024 | 9 A.M. to 5 P.M. | ADB HEADQUARTERS, MANILA

# Agriculture, Food, Nature, and Rural Development Sector Office (SG-AFNR) Sectors Group

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Region 2 (East and Southeast Asia and the Pacific)  
9 October 2024



# Region Strategy for East and Southeast Asia, and the Pacific

**Climate Adaptation,  
Mitigation**

**Rural Development,  
Vitalization**

**Environmental Improvement,  
Green Development**

## **Water**

Integrated Water resources Management/Watershed Management; Water Resources Development; Water Supply; Irrigation; Flood, Drought, and Disaster Risk Management

## **Agriculture, Forestry, Food**

Farming; Livestock; Fishing and Aqua Culture; Forestry; Value Chain; Agrifood System; Food Security; Commercialization; Marketing

**Ecological Conservation and Restoration (Lakes and Wetlands)  
Waste Management**



**12TH ASIAN DEVELOPMENT BANK  
BUSINESS OPPORTUNITIES FAIR 2024**  
9-10 OCTOBER 2024 | 9 A.M. to 5 P.M. | ADB HEADQUARTERS, MANILA



# Lending Pipeline 2024-2026



# 2024 Pipeline – East Asia

#	DMC	Project Name	ADB Loan/Grant (\$ million)
1	MON	Dzud Disaster Response*	2.80
2	MON	Agriculture and Rural Development Project Phase 2	42.70 14.40

\*Committed (approved and signed).



# 2024 Pipeline – Southeast Asia

#	DMC	Project Name	ADB Loan/Grant (\$ million)
1	CAM	Integrated Water Resources Management Project	4.30 83.69 80.00
2	CAM	Irrigated Agriculture Improvement Project – Additional Financing	85.00
3	LAO	<b>Flood and Drought Mitigation and Management Sector Project*</b>	<b>1.50</b> <b>30.00</b> <b>0.50</b>
4	LAO	Greater Mekong Subregional Cross-Border Livestock Health and Value Chains Improvement Project	12.00 0.90 30.00

\*Committed.



# 2024 Pipeline – The Pacific

#	DMC	Project Name	ADB Loan/Grant (\$ million)
1	SAM	Alaoa Multipurpose Dam Project*	99.70 0.40

\*Committed.



# 2025 Pipeline – East Asia

#	DMC	Project Name	ADB Loan/Grant (\$ million)
1	MON	Strengthening Integrated Early Warning System in Mongolia	30.00
2	PRC	Sichuan Climate Smart Low Carbon Agriculture Development Demonstration Project	2.00
			150.00
			150.00



# 2025 Pipeline – Southeast Asia

#	DMC	Project Name	ADB Loan/Grant (\$ million)
1	LAO	Sustainable Agrifood Systems Sector Project	30.00 5.00 8.00 20.00
2	PHI	Mindanao Irrigation Development Project, Phase 1	0.50 62.70
3	THA	Lower East Chao Phraya Irrigation System Improvement – Climate Adaptive Strengthening, Tranche 1	440.41 27.23 27.23 41.15 68.98
4	VIE	Climate Resilient Inclusive Infrastructure for Ethnic Minorities Project II (CRIEM II)	59.00 1.00





# 2025 Pipeline – The Pacific

#	DMC	Project Name	ADB Loan/Grant (\$ million)
1	FIJ	Enhancing Climate Resilience of Coastal Communities Project	1.70
			<b>\$1.70</b>



# 2026 Pipeline – Southeast Asia

#	DMC	Project Name	ADB Loan/Grant (\$ million)
1	CAM	Cambodia Project Development Facility – PRF	10.00
2	CAM	Flood and Drought Risk Management in Economic Pole 4	125.00
3	INO	Accelerating Infrastructure Delivery through Better Engineering Services Project, Phase 2	200.00
4	INO	Integrated Fishing Ports and International Fish Markets Phase 2	190.00
5	INO	Integrated Participatory Development and Management of Irrigation Program, Phase 2	500.00
6	PHI	Integrated Flood Resilience and Adaptation Project, Phase 2	560.00 240.00
7	VIE	Climate Adaptation Through Irrigation Modernization Project	40.67 0.60 1.50



# 2026 Pipeline – The Pacific

#	DMC	Project Name	ADB Loan/Grant (\$ million)
1	FIJ	Enhancing Climate Resilience of Coastal Communities Project Phase II	15.00
			15.00
2	SAM	Alaoa Multipurpose Dam Project (Additional Financing)	30.00
3	TUV	Funafuti Climate Adaptation and Disaster Resilience Infrastructure Project	30.00



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BUSINESS OPPORTUNITIES FAIR 2024**  
9-10 OCTOBER 2024 | 9 A.M. to 5 P.M. | ADB HEADQUARTERS, MANILA



# Nonlending Pipeline 2024-2025



## 2024 Pipeline – East Asia

#	DMC	Project Name	ADB Financing/ Co-Financing (\$ million)
1	PRC	Research on Agricultural Waste Recycling and Carbon Accounting Strategy in Hubei Province	0.30
2	MON	Catalytic Agriculture and Natural Capital Development	0.30
<b>TOTAL</b>			<b>\$0.60</b>

## 2024 Pipeline – Southeast Asia

#	DMC	Project Name	ADB Financing/ Co-Financing (\$ million)
1	CAM	Capacity Development for Climate Mitigative Water Management Technology	1.50

## 2024 Pipeline – The Pacific

#	DMC	Project Name	ADB Financing/ Co-Financing (\$ million)
1	REG	Developing Climate-Food-Nature Investments in the Pacific – Additional Financing	3.80



## 2025 Pipeline – Southeast Asia

#	DMC	Project Name	ADB Financing/Co-Financing (\$ million)
1	VIE	Climate Adaptation Through Irrigation Modernization	2.00
2	LAO	Pioneering a Model of Financially Sustainable Agrifood System Projects in the Lao PDR	2.00
<b>TOTAL</b>			<b>\$4.00</b>

## 2025 Pipeline – The Pacific

#	DMC	Project Name	ADB Financing/ Co-Financing (\$ million)
1	REG	Developing Climate-Food-Nature Investments in the Pacific—Additional Financing	1.50



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BUSINESS OPPORTUNITIES FAIR 2024**  
9-10 OCTOBER 2024 | 9 A.M. to 5 P.M. | ADB HEADQUARTERS, MANILA



# Consulting Opportunities



# Opportunities (East, the Pacific, and Southeast Asia)

Country + Project title	Package Opportunity Type + Short Description	Value Of Package (Estimate \$ Million)	Date Of Advertisement (Quarter)	Expected Award Date (Quarter)	Method
CAM: Irrigated Agriculture Improvement Project - Additional Financing	Technical support for National Water Resources Data Management Center	5.83	Q4 2024	Q1 2025	International
CAM: Integrated Water Resources Management Project	IWRM-CS01: Project Management and Implementation Consultants	5.83	Q4 2024	Q1 2025	International
CAM: Integrated Water Resources Management Project	IWRM-CS02: Support to the River Basin Committees (RBCs) and flood forecasting systems, plus Community-Based Disaster Risk Management (CBDRM)	1.50	Q1 2025	Q2 2025	International
LAO: Sustainable Rural Infrastructure and Watershed Management Project	Fish Conservation Zones: Situation Analysis and Establishment of FCZs	1.14	Q4 2024	Q1 2025	National
LAO: GMS Cross-Border Livestock Health and Value Chains Improvement	CS01- Project Implementation Support	2.25	Q2 2025	Q3 2025	International
LAO: GMS Cross-Border Livestock Health and Value Chains Improvement	CS02 - Critical Skills Development and Policy Support	1.83	Q2 2025	Q3 2025	International
TIM: Rural Resilience and Livelihoods Improvement Project	CONS-01 Consultancy Services for Project Management Consultant	4.64	Q4 2024	Q1 2025	International
SAM: Alaoa Multi-Purpose Dam Project	Construction Supervision Consultant for Dam Construction	2.35	Q1 2026	Q2 2026	International
SAM: Alaoa Multi-Purpose Dam Project	Flood Management Consultant	3.50	Q4 2024	Q1 2025	International
PRC: Hubei Huanggang Dabie Mountain Ecosystem Protection and Carbon Neutral Green Development Project	Consulting firm for Bailian River gross ecological product accounting and value realization mechanism study	1.37	Q4 2024	Q1 2025	International





**12TH ASIAN DEVELOPMENT BANK  
BUSINESS OPPORTUNITIES FAIR 2024**  
9-10 OCTOBER 2024 | 9 A.M. to 5 P.M. | ADB HEADQUARTERS, MANILA



# Goods and Civil Works Opportunities



# Opportunities (East, the Pacific, and Southeast Asia)

Country + Project title	Package Opportunity Type + Short Description	Value of package (estimate \$ million)	Date of Advertisement (Quarter)	Expected Award Date (Quarter)	Description	Method
CAM: Irrigated Agriculture Improvement Project - Additional Financing	Stung Chinit South Main Canal Upgrades and Regulation Structure	10.61	Q4 2024	Q4 2024	Works	International
INO: Infrastructure Improvement for Shrimp Aquaculture Project	CW-06: Cluster and Farmer Ponds	28.59	Q4 2024	Q4 2024	Works	National
INO: Flood Management in North Java	CWC-3I Cimanuk River and Dyke Improvement in Indramayu (BW52-BW 35) (11.1 km)	18.90	Q4 2024	Q4 2024	Works	National
INO: Flood Management in North Java	CWC-4I River and Dyke Improvement in Indramayu (BW 21-BW 52) (5.9 km)	12.12	Q4 2024	Q4 2024	Works	National
INO: Flood Management in North Java	CWP-5K Juana River Improvement (30 km Upstream of Bungasrejo Barrage)	20.70	Q4 2024	Q4 2024	Works	National
INO: Flood Management in North Java	CWP-4PK Normalization of JU-1 River	9.62	Q4 2024	Q4 2024	Works	National
PHI: Integrated Flood Resilience and Adaptation Project I	Ranao (Agus) River Basin Flood Control Infrastructures - Package 1 – Balo-i, Lanao del Norte	33.74	Q4 2024	Q4 2024	Works	International
PRC: Hubei Yichang Rural Green Development Project	DY-SG-C01: Works for Rice fruit and vegetable seedling breeding base, grape seedling base and Pomegranate Seedling Breeding Base	19.40	Q4 2024	Q4 2024	Works	National
PRC: Gansu Environmentally Sustainable Rural Vitalization and Development	LT-C08: Vegetable Town Ecological Wetland Science Education Base	5.812	Q4 2024	Q4 2024	Works	National



**12TH ASIAN DEVELOPMENT BANK  
BUSINESS OPPORTUNITIES FAIR 2024**

9-10 OCTOBER 2024 | 9 A.M. to 5 P.M. | ADB HEADQUARTERS, MANILA



Country + Project title	Package Opportunity type + short description	Value of package (estimate \$ million)	Date of Advertisement (Quarter)	Expected Award Date (Quarter)	Description	Method
CAM: Irrigated Agriculture Improvement Project - Additional Financing	Stung Chinit South Secondary Canal Upgrades and Control Structure	15.89	Q1 2025	Q1 2025	Works	International
CAM: Greater Mekong Subregion Cross-Border Livestock Health and Value Chains Improvement Project	CW01- National Cattle Breeding Center	5.33	Q3 2025	Q3 2025	Works	International
CAM Integrated Water Resources Management Project	IWRM-CW01: Construction of Pursat regulator/barrage including service bridge, river bank protection, fish pass, gates, and canal intake structures for MC1 and MC2	22.60	Q3 2025	Q3 2025	Works	International
INO: Infrastructure Improvement for Shrimp Aquaculture Project	CW-02: Area based shrimp construction	23.27	Q3 2025	Q3 2025	Works	National
INO: Flood Management in North Java	CWC-5B Babakan River and Drainage Works in Brebes	16.56	Q1 2025	Q1 2025	Works	National
INO: Flood Management in North Java	CWC-6S Cimanuk Raising Dykes at Sumedang	5.95	Q1 2025	Q1 2025	Works	National
INO: Flood Management in North Java	CWC-7G Cimanuk Raising Dykes at Upper Cimanuk Garut	16.63	Q1 2025	Q1 2025	Works	National
PRC: Hubei Yichang Rural Green Development Project	DY-WE-C03: Works for wetland rehabilitation (5 villages and 1 parking lot) and provision of wetland monitoring equipment	6.95	Q4 2024	Q4 2024	Works	National
PRC: Hubei Yichang Rural Green Development Project	AA-C01: Works for agricultural technology innovation center upgrading	6.37	Q4 2024	Q4 2024	Works	National
PRC: Jiangxi Ganzhou Rural Vitalization and Comprehensive Environment Impro	HC-Works-3 / Forest quality improvement and fruit forest base construction project in Huichang County	5.12	Q4 2024	Q4 2024	Civil works	National
PRC: Jiangxi Ganzhou Rural Vitalization and Comprehensive Environment Impro	YD-Works-1 / Rural wastewater management in Yudu County	13.27	Q4 2024	Q4 2024	Civil works	National
SAM: Alaoa Multipurpose Dam Project	Construction of Multipurpose Dam and Small Hydro Power Plant	66.46	Q4 2025	Q4 2025	Works	International
PHI: Integrated Flood Resilience and Adaptation Project I	Abra River Basin Flood Control Infrastructures - Package 1, middle stream near Tineg confluence and upstream, Abra	28.64	Q1 2025	Q1 2025	Works	International



**12TH ASIAN DEVELOPMENT BANK  
BUSINESS OPPORTUNITIES FAIR 2024**

9-10 OCTOBER 2024 | 9 A.M. to 5 P.M. | ADB HEADQUARTERS, MANILA



PHI: Integrated Flood Resilience and Adaptation Project I	Abra River Basin Flood Control Infrastructures - Package 2 Bantay & Santa, Ilocos Sur and Bangued-Pidigan, Abra	52.61	Q1 2025	Q1 2025	Works	International
PHI: Integrated Flood Resilience and Adaptation Project I	Ranao (Agust) River Basin Flood Control Infrastructures - Package 2, Gata and common measures, Lanao del Sur	34.59	Q1 2025	Q1 2025	Works	International
PHI: Integrated Flood Resilience and Adaptation Project I	Tagum – Libuganon River Basin Flood Control Infrastructures, Carmen and Tagum City, Davao del Norte	85.23	Q1 2025	Q1 2025	Works	International
PRC: Hubei Yichang Rural Green Development Project	YL-OC-C01: Works for Green Citrus Orchard High Standard Planting Base Construction (Huangjintang and Yuntai Village soil improvement)	6.63	Q1 2025	Q1 2025	Works	National
PRC: Hubei Yichang Rural Green Development Project	YL-RR-C01: Works and equipment provision for resource treatment and recycling (Huangbai River Safe Drinking Water System, Rural sewage management and garbage facilities)	5.45	Q2 2025	Q2 2025	Works	National
PRC: Hubei Yichang Rural Green Development Project	ZJ-AL-G01: Equipment provision and installation for the high-standard grain planting bases - fertilizing irrigation system, biogas tank and pipelines	8.27	Q2 2025	Q2 2025	Goods	National
PRC: Jiangxi Ganzhou Rural Vitalization and Comprehensive Environment Impro	CY-Works-1 / Agriculture irrigation system renovation of Shangbao Terrace in Chongyi County	18.93	Q1 2025	Q1 2025	Civil works	National
PRC: Jiangxi Ganzhou Rural Vitalization and Comprehensive Environment Impro	CY-Works-2 / Rural greening and landscape improvement in Chongyi County	9.67	Q1 2025	Q1 2025	Civil works	National
PRC: Jiangxi Ganzhou Rural Vitalization and Comprehensive Environment Impro	HC-Works-1 / Wetland restoration and protection in Xiangjiang Wetland Park	15.06	Q1 2025	Q1 2025	Civil works	National
PRC: Jiangxi Ganzhou Rural Vitalization and Comprehensive Environment Impro	ND-Works-2 / Rural water supply improvement in Qingtang Township and Shishang Township of Ningdu County	13.93	Q1 2025	Q1 2025	Civil works	National
PRC: Jiangxi Ganzhou Rural Vitalization and Comprehensive Environment Impro	NK-Works-1 / Water environment management in Nankang district	7.80	Q1 2025	Q1 2025	Civil works	National



PRC: Jiangxi Ganzhou Rural Vitalization and Comprehensive Environment Impro	NK-Works-2 / Water and soil conservation in Nankang District	9.09	Q3 2025	Q3 2025	Civil works	National
PRC: Jiangxi Ganzhou Rural Vitalization and Comprehensive Environment Impro	SC-Works-1 / Rural ecotourism demonstration project in Shicheng County	10.51	Q1 2025	Q1 2025	Civil works	National
PRC: Jiangxi Ganzhou Rural Vitalization and Comprehensive Environment Impro	SC-Works-2 / River rehabilitation project in Qinjiang River Basin, Shicheng County	14.83	Q1 2025	Q1 2025	Civil works	National
PRC: Jiangxi Ganzhou Rural Vitalization and Comprehensive Environment Impro	SY-Works-1 / Rural wastewater management project in Shangyou County	5.11	Q1 2025	Q1 2025	Civil works	National
PRC: Jiangxi Ganzhou Rural Vitalization and Comprehensive Environment Impro	SY-Works-2 / Ecological revetment restoration project on the north bank of Nanhe Lake in Shangyou County	17.46	Q1 2025	Q1 2025	Civil works	National
PRC: Gansu Environmentally Sustainable Rural Vitalization and Development	YC-C02A: Carrot Town Flower Farm and Wellness Service Zone	5.943	Q4 2025	Q4 2025	Works	National
PRC: Gansu Environmentally Sustainable Rural Vitalization and Development	LT-C02: Flower Town Cheliujia Village Service Center, Residential House Upgrade and Homestead Hotels	5.091	Q2 2025	Q2 2025	Works	National



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BUSINESS OPPORTUNITIES FAIR 2024**  
9-10 OCTOBER 2024 | 9 A.M. to 5 P.M. | ADB HEADQUARTERS, MANILA



# Opportunities (East, the Pacific, and Southeast Asia)

Consolidated list of packages under SG-AFNR





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BUSINESS OPPORTUNITIES FAIR 2024**  
9-10 OCTOBER 2024 | 9 A.M. to 5 P.M. | ADB HEADQUARTERS, MANILA



# Case Studies



# MON: Agriculture and Rural Development Project, Phase 2

Approval: 7 December 2023; Completion: 31 December 2029

Financing: \$42.7 million (ADB regular loan), \$14.4 million (ADB concessional loan), \$4.4 (Government), \$6.6 (Project participating enterprises)

Output 1: Capacity of enterprises and service providers improved

Output 2: Value chain investments enhanced

Output 3: Production capacity of herders and farmers improved

Procurement	Request for Quotations	1 contract	\$0.013 million
Consulting services	Individual consultant selection	8 contracts, 534 person-months	\$0.67 million





# LAO: Greater Mekong Subregion Cross-Border Livestock Health and Value Chains Improvement Project

Approval (expected): 2024; Completion: 31 March 2032

Financing: \$30.0 million (ADB concessional loan), \$12.0 million (Asian Development Fund), \$0.9 million (ADB Climate Change Fund), \$0.0 million (Government)

Output 1: Livestock health and value chain infrastructure expanded and upgraded in a climate-friendly manner

Output 2: Capacity for improved production and health of livestock and livestock products strengthened

Output 3: Enabling policies for better supply, health, safety, and trade in livestock and livestock products enhanced

Procurement	Open competitive bidding (nationally advertised)	10 contracts	\$12,861,00
	Request for quotations	18 contracts	\$4,943,000
	Direct contracting	1 contract	\$237,000
Consulting services	Quality- and cost-based selection	104 international and 355 national person-months	\$4,081,000
	Consultants' qualification selection	Engineering design and construction supervision (lump sum)	\$540,000
		External monitor (lump sum)	\$64,000
	Least-cost selection	External auditor (lump sum)	\$150,000
	Individual consultant selection	Start-up procurement and financial management consultants	\$79,000



# SAM: Alaoa Multipurpose Dam Project

Approval: 11 June 2024; Completion: 31 July 2031

Financing: \$42.7 million (ADB regular loan), \$14.4 million (ADB concessional loan), \$4.4 (Government), \$6.6 (Project participating enterprises)

Output 1: Capacity of enterprises and service providers improved

Output 2: Value chain investments enhanced

Output 3: Production capacity of herders and farmers improved

Procurement	Open competitive bidding (internationally advertised)	1 contract	\$70.46 million
	Request for quotation	3 contracts	\$1.50 million
Consulting services	Quality- and cost-based selection	4 contracts	\$7.04 million
	Individual consultant selection	8 contracts, 171.5 person-months	\$2.04 million



**12TH ASIAN DEVELOPMENT BANK  
BUSINESS OPPORTUNITIES FAIR 2024**  
9-10 OCTOBER 2024 | 9 A.M. to 5 P.M. | ADB HEADQUARTERS, MANILA



# Issues/Challenges for your Consideration



## **1. For government-administered contracts (under loan and grant projects)**

### (i) Procurement of works and goods

- For bidding, common reasons for disqualification is lack of supporting documents to support qualification criteria and unsigned bid submission forms.

### (ii) Consultant recruitment

- Poor proposals are prepared due to not properly reading the TOR, which later on results in delayed recruitment due to long discussions.
- Consulting firms fail to undertake due diligence (such as checking of integrity or sanction list despite there is a clause on eligibility, if the experts has already been involved in project preparation, overlapping with multiple assignments).
- Low remuneration and delayed and less payments by consulting firm to consultants result in replacements and low quality of experts.

## **2. For ADB administered contracts (under technical assistances)**

- Replacements of experts right after contract signing
- Proposed consultants have multiple assignments with ADB or outside ADB
- Low capacity in preparing request for payment (unfamiliar with TA disbursement handbook)



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# Thank you!

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