The Pipeline Exchange: Financing of Investment-Ready Projects

28 May 2025 | 1:30-3:00 p.m. | K-Hub
A CDIA-organized shark tank session at the ADB Water and Urban Development Forum

Total Participants: 58

Male: 31 Female: 27

Speakers:

Satoshi Ishii – Director, Strategy and Partnerships, Water and Urban Development Sector Office, Sectors Department 2, Asian Development Bank
Hamza Abdullah – Analyst, Cities Climate Finance Leadership Alliance
Karishma Kashyap – Associate Director, APAC-Cities, States & Regions, CDP

Moderator:

Lara Arjan – Senior Urban Development Specialist, ADB

Matchmaking Participants:

Project Preparation Facilities

Asil Abuassba
Advisor/Project Manager
City Climate Finance Gap Fund

George Scott
Project Pipeline Manager
Catalytic Finance Foundation

Chencho Dorjee
Programme Manager
Smart Green ASEAN Cities, United Nations Capital Development Fund (UNCDF)

Beatrice Francesca Orante
Regional Engagement Manager, Asia
C40 Cities Finance Facility

Riccardo Maroso
Programme Manager

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	ASUS Project, United Nations Human Settlements Program
	Olga Chepelianskaia Senior Urban Specialist Cities Alliance
ADB Project Officers	**Allison Woodruff** Principal Water Security Specialist
	Saugata Dasgupta Senior Transport Specialist
	Antonio Ressano Principal Regional Cooperation Specialist
	Ruchika Saluja Senior Markets Development Advisory Specialist, OMDP
	Risa Hamada Markets Development Advisory Specialist, OMDP
Cities/ Government Representatives	**Santosh Lal Shrestha** Mayor, Tansen Municipality, Nepal
	Mohan Maya Bhandari Mayor, Birendranagar Municipality, Nepal
	Ymeng Lim Director, One Window Service Unit Battambang Provincial Government, Cambodia
	Panya Manivong Deputy Director Vientiane City Office for Management and Service (VCOMS) Vientiane, Lao PDR
	Sidxay Makvilay Deputy Director, Policy Division, Department of Environment, Ministry of Natural Resources and Environment (MONRE), Lao PDR

Session Summary

To achieve the Sustainable Development Goals and the Paris Agreement targets, finance must be channeled effectively to local levels where projects are developed and implemented. Project preparation facilities (PPFs) play a key role in making projects "investment-ready," while multilateral development banks, like ADB, provide financing for project implementation.

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This event brought together PPF representatives, ADB project officers, and city representatives to explore potential partnerships. Hamza Abdullah from CCFLA emphasized the vital role of PPFs, while Karishma Kashyap from CDP provided insights into projects in ADB's developing member countries based on disclosure data. Following these presentations, PPFs, ADB project officers, and city representatives pitched their projects, outlining partnership opportunities. The highlight of the event was the structured pipeline exchange and matchmaking, where participants engaged in dynamic one-on-one exchanges, rotating to explore various projects and potential support opportunities. By the end of the session, potential partnerships emerged, such as between the ADB Transport and the C40 Cities Finance Facility for the Bengaluru Transport-Oriented Development Project. Continued discussions were encouraged after the event to pursue potential project collaborations.

Key Takeaways

- **Prioritizing collaboration over competition** is key to accelerating climate finance and implementing impactful, investment-ready projects.
- **Environmental disclosure systems help** bridge data gaps, enhance project bankability, and accelerate access to financing.
- **In Asia and the Pacific, PPFs focus more on later-stage project preparation**, prioritizing mature projects with higher bankability. This focus, however, reveals a critical gap in early-stage project preparation support, particularly for riskier initiatives that require tailored assistance to make them bankable.
- **Adaptation measures are under-prioritized in project preparation**, reflecting market barriers and knowledge gaps that hinder the integration of climate resilience into investment pipelines.
- **Enhancing cities' capacities to confidently articulate project concepts can facilitate more effective communication** of project status, timelines, financing mechanisms, and support requirements, which are essential for engaging with potential funders and partners.
- **Post-AWUF meetings must be conducted to get more project details**, considering the varying priorities and sector orientations of the matchmaking participants.
- **Participants recognized the event as a strategic platform** for fostering partnerships. Over time, it can evolve into a valuable tool for efficiently exchanging project pipelines, ultimately leading to more concrete, project-specific collaborations.

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Valuing Water and Enhancing Livability in Asia and the Pacific
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