



USTDA

U.S. TRADE AND DEVELOPMENT AGENCY

Indo-Pacific Region

Linking U.S. Businesses to
Global Infrastructure Opportunities

www.ustda.gov

The U.S. Trade and Development Agency connects the U.S. private sector to priority infrastructure projects in developing and middle-income countries.

Supporting Infrastructure Development Across the Indo-Pacific Region



As one of USTDA's key markets, the Indo-Pacific region represents an important part of the Agency's strategic programming. Through comprehensive partnerships, USTDA is focused on strengthening aviation safety and efficiency, deploying "smart city" solutions, and supporting the development of energy resources - including renewable energy, natural gas, and clean coal.

Global Procurement Initiative (GPI)

Currently active in the Philippines, Vietnam, and India, USTDA's Global Procurement Initiative: Understanding Best Value educates public officials in emerging markets on procurement practices and policies that integrate **life-cycle cost analysis and best value determination**. The goal of the training is to help officials achieve better procurement outcomes, and obtain **smart, sustainable infrastructure** with overall savings to their governments.

Preparing Bankable Projects

USTDA is unique among federal agencies in that it is mandated to engage the U.S. private sector in overseas infrastructure projects. USTDA's work focuses on the critical early stages of a project when technology options and requirements are being defined.

FEASIBILITY STUDIES & TECHNICAL ASSISTANCE

Early Stage Project Planning

USTDA funds feasibility studies, technical assistance, and other project preparation activities that provide the comprehensive analysis required for infrastructure investments to move from the concept stage to the financing and implementation stages.

PILOT PROJECTS

Demonstrating U.S. Capabilities

The Agency pilots U.S. equipment and technologies in an overseas setting to:

- Highlight the effectiveness of U.S. solutions
- Identify opportunities for scalability and replicability throughout a market

REVERSE TRADE MISSIONS

Showcasing U.S. Expertise

USTDA hosts reverse trade missions bringing overseas decision-makers to the United States to see the design, manufacture, and operation of U.S. equipment, technologies, and services. The itinerary features meetings with:

- Financiers
- Regulatory agencies
- Utilities
- Technology providers



Since 1981, USTDA has funded over **850 activities** supporting infrastructure development in **23 Indo-Pacific countries**. USTDA's current portfolio in the region focuses on India, Vietnam, Indonesia, and the Philippines.

India

\$2.5B U.S. Exports Generated **134** Projects Supported **37** Reverse Trade Missions

The Agency's past and present work in India supports strong programs in each of USTDA's priority sectors. The Agency's aviation activities are channeled through the U.S.-India Aviation Cooperation Program, a unique public-private partnership that strategically supports India's rapidly growing civil aviation market. USTDA is also leveraging its project development tools to connect U.S. expertise to India's goals of developing smart, sustainable cities, and expand the country's energy mix by investing in smart grid, energy storage, and refinery and coal-fired power plants modernization.

Indonesia

\$2.0B U.S. Exports Generated **97** Projects Supported **19** Reverse Trade Missions

USTDA's Indonesia program is designed to help the fast-growing country develop cleaner energy resources, strengthen disaster response capabilities, and modernize its aviation and rail systems. The Agency is currently supporting the development of aviation safety systems in Indonesia's eastern region. USTDA is also supporting the development of a Marine Metrological System that will help make Indonesia a "Weather-Ready Nation."

Vietnam

\$2.4B U.S. Exports Generated **54** Projects Supported **32** Reverse Trade Missions

Vietnam represents USTDA's largest country portfolio in Southeast Asia. For over 20 years, the Agency has invested in the country's aviation sector, helping to improve airport infrastructure, promote aviation safety, and deploy modern air traffic control technologies throughout the country. In addition, USTDA is focused on promoting Vietnam's energy security by supporting energy and power projects across the value chain. Vietnam is also one of USTDA's GPI partners where the Agency is promoting value-based procurement.

Philippines

\$1.2B U.S. Exports Generated **93** Projects Supported **7** Reverse Trade Missions

USTDA maintains a robust portfolio in the Philippines which involves modernizing transportation networks, adopting best-value procurement policies, and meeting growing demand for electricity. Many Agency-funded activities have enabled the deployment of smart grid solutions that more efficiently manage, monitor, and distribute electricity throughout the Philippines.