

**Business Opportunities Seminar 2023**  
**Organized by the Asian Development Bank and the World Bank**

**Kathmandu, Nepal**

12 September 2023

Venue: Hotel Radisson, Lazimpat, Kathmandu

**Opening Session:**

- 9:30 – 10:00 Registration with Breakfast
- 10:00 – 10:10 Guests invited to take their chair on Podium
- 10:10 – 10:20 Welcome Remarks by Mr. Arnaud Heckmann, Head, Portfolio Management Unit NRM/ADB
- 10:20 – 10:30 Welcome remarks by Ms. Lada Strelkova, Operations Manager, World Bank, Nepal Country Office
- 10:30 – 10:45 Opening remarks by Mr. Keshab Kumar Sharma, Secretary, Ministry of Physical Infrastructure and Transport
- 10:45 – 11:00 Tea/Coffee Break

**Technical Session:**

- 11:00 – 11:30 Active Portfolio in Nepal and Business Opportunities in 2023 and 2024, under ADB  
—Mr. Arnaud Heckmann, Head, Portfolio Management Unit, NRM/ADB
- 11:30 – 12:00 Portfolio in Nepal and Business Opportunities in 2023 and 2024, under the World Bank  
—Mr. Shambhu Prasad Uprety, Senior Procurement Specialist, World Bank, Nepal Country Office
- 12:00 – 13:00 Lunch (separate tables for sector staff from ADB and World Bank will be allotted to provide information to representatives of private sector)
- 13:00 – 13:30 Abnormally Low Bid  
—Mr. Taisuke Miyao, Senior Procurement Specialist, Procurement Portfolio and Financial Management Department (outposted to Nepal Resident Mission)/ADB
- 13:30 – 14:00 Rated Criteria/ Merit Point evaluation of bid  
—Mr. Haider Raza, Senior Procurement Specialist, World Bank, Nepal Country Office
- 14:00 – 14:45 Open Forum for Q&A
- 14:45 – 15:30 Response to participants on issues raised during Q and A session
- 15:30 – 15:45 Tea/Coffee Break
- 15:45 – 15:55 Reflections and take aways by Ms. Anna L Wielogorska, Practice Manger (Procurement), South Asia Region, The World Bank
- 15:55 – 16:05 Vote of thanks by Arnaud Heckmann, Head, Portfolio Management Unit, NRM/ADB