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ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026

21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA

VALUE FOR MONEY: DRIVING QUALITY INFRASTRUCTURE

# ADB BOF Canada Information Session

Theme: *Value for Money:  
Driving Quality Infrastructure*





25 June 2026

PPFD BOF Team



# Agenda



- 1  Introduction
- 2  What is BOF and 2025 highlights
- 3  BOF 2026 Features
- 4  Questions/ Suggestions ?



# What is the BOF?

- One of ADB's largest annual events, since 2009
- **One-stop** educational and networking forum for consultants, contractors, suppliers, civil society, and nongovernmental organizations (NGOs)
- **Purpose:** raise market interest in working with ADB projects as more market interest increases **Value for Money for ADB DMCs**
- **How?** Through sessions and meetings with ADB's sector and procurement specialists



## Key Benefits

- Learn **advantages** of ADB-financed contracts, especially as a **great way to build networks and business in Asia**
- Get an inside look at ADB's **procurement procedures**
- Learn **how to locate and bid** for business opportunities
- Get **tips on bidding strategy** and preparing winning bids
- Meet the **ADB procurement experts** who can answer procedural questions, hear complaints, and give advice
- Meet and **network with other participants** to explore areas of cooperation



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# Highlights of BOF 2025

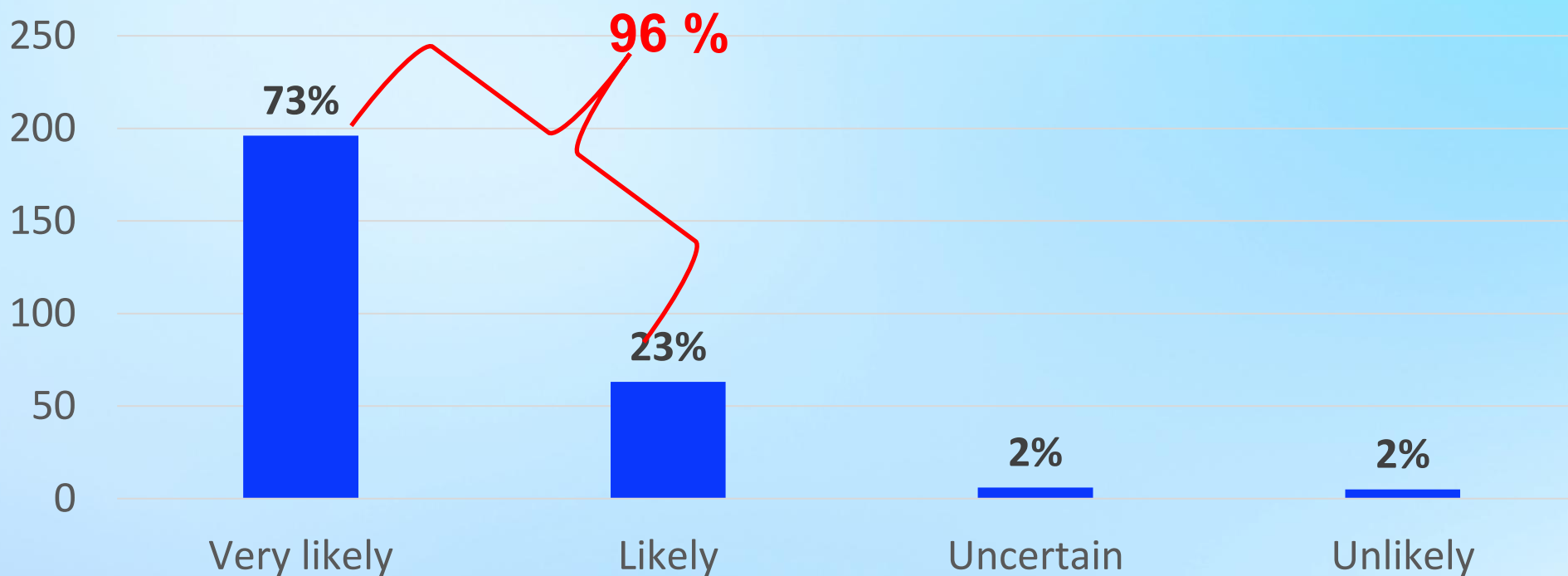


VALUE FOR MONEY: DRIVING QUALITY INFRASTRUCTURE



# Highlights of BOF 2025

How likely to actively pursue ADB Business Opportunities in the next 24 months





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## BOF 2025 Opening Plenary



VALUE FOR MONEY: DRIVING QUALITY INFRASTRUCTURE



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## Panel Discussions of BOF 2025



# Booth Launch

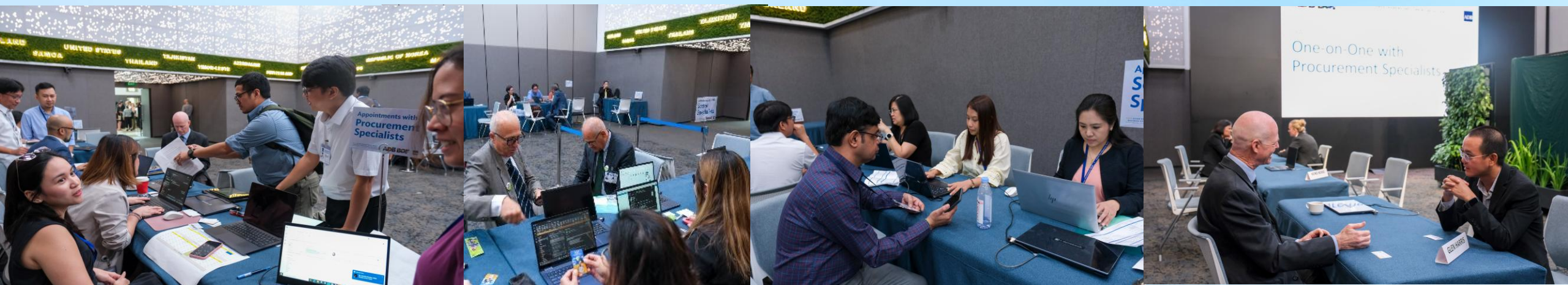




# BOF Program Features

Aside from the agenda sessions, features include:

- The ability for participants to schedule **one-on-one meetings** with ADB sector experts and procurement specialists





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## BOF Program Features

➤ A “Networking Lounge” is open on both days near the event rooms, where participants can meet, network, relax, work, and take refreshments.





# BOF Program Features

➤ A mobile app (“EventsAir”) for the event will be used, enabling participant messaging and contact exchange, livestreaming, and live Q&A



## BOF 2026 NEW Features

The agenda has been updated with the following new features:

- Pre-BOF sessions on 21 September
- Social infrastructure session for HSD will be featured
- Country stories and case studies before the closing plenary
- EME sessions before the start of the training sessions/workshops
- Dedicated contractors' forum with training on contract management
  - Workshop on Conditions of Contracts for Contractors and Project Team Leads



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# Special 2026 FEATURES

- Consultants' forum – voices from the field
- Financial Management sessions --- information and training sessions
- CTL session
- Open Contracting Partnership session on De-risking Public Procurement with Open Contracting



# BOF 2026 Agenda

## Day 0 – 21 September

- Pre-BOF sessions
  - All day registration for confirmed participants (claiming of event IDs/badges)
  - Launching of booths
  - NGOC and Institutional Procurement sessions
  - Training sessions
  - Emerging Opportunities across ADB's Portfolio on Tourism

## Morning

**21 September 2026, Monday**

### Pre-BOF Sessions

#### Early Registration

(claiming of event badges/IDs for confirmed BOF participants)

**8:00 - 17:00**

Visitor Registration Center (VRC), ADB Avenue

#### Raising Standards in Project Delivery: Contracts that Work

Workshop on Conditions of Contracts  
for Contractors and Project Team Leaders

*Audi Halls 3 & 4 / 9:00 - 12:00*

#### Advancing Quality in Practice

De-risking Public Procurement with Open Contracting  
(c/o Open Contracting Partnerships)

*MFH 6 / 10:30 - 12:00*

Project Management Institute (PMI) session

*MFH 5 / 10:30 - 12:00*

#### Launching of Booths

Ribbon Cutting by VPAC and DG, PPF

*Main Lobby*

**13:30 - 13:45**

## Afternoon

### Opportunities for Civil Society, Academia, and Nongovernment Organizations

(c/o NGO and Civil Society Center - NGOC)

*Audi Halls 1 & 2 / 14:00 - 15:30*

#### Institutional Procurement

(c/o Corporate Services Department)

*Audi Halls 3 & 4 / 14:00 - 15:30*

#### From Compliance to Quality

CTL Session

*MFH 5 / 14:00 - 15:30*

#### Evaluating for Excellence

Merit Point Criteria

*MFH 6 / 14:00 - 15:30*

#### Maximizing Impact

Financial Management

*MFH 4 / 14:00 - 15:30*

#### Tourism: Emerging Opportunities Across ADB's Portfolio

Water and Urban Development - Tourism

*MFH 7 / 14:00 - 15:30*

**DAY 1 - 22 September 2026, Tuesday**

**Main BOF Sessions  
Empowering People**

**OPENING PLENARY**

Welcome and Opening Remarks (President or VPAC)  
Auditorium Halls 1-4  
9:00 – 9:15

**IMPACT SESSION**

Partnering with Purpose (Panel Discussion)  
**A Dialogue with Industry Partners**  
Auditorium Halls 1-4  
9:15 – 10:15

COFFEE BREAK  
10:15 – 10:30

**Value for Money Session (c/o PPF)**  
Auditorium Halls 1-4  
10:30 – 11:30

**PROCUREMENT DEMYSTIFIED**  
The ADB Procurement System  
(c/o PPF)  
Auditorium Halls 1-4  
11:30 – 12:30

LUNCH BREAK  
12:30 – 13:30

**SECTOR-FOCUSED DEEP DIVES**

Portfolio and Upcoming Pipelines  
13:30 – 14:45

**Powering People,  
Energizing Futures**  
(Energy)

*Audi Halls 1 & 2*

**From Infrastructure to Food Security:  
Delivering for People**

(Agriculture, Food, Nature, and Rural  
Development)

*Audi Halls 3 & 4*

BREAK

14:45 – 15:00

15:00 – 16:15

**Water Solutions and Resilient  
Urban Futures**  
(Water and Urban Development)

*Audi Halls 1 & 2*

**Governing for Results,  
Delivering for People**  
(Public Sector Management and Governance)

*Audi Halls 3 & 4*

COFFEE BREAK

16:15 – 16:30

16:30 – 17:45

**Moving People, Transforming Cities,  
Connecting Regions**  
(Transport)

*Audi Halls 1 & 2*

**Building Human Capital,  
Delivering Better Lives**  
(Human and Social Development)

*Audi Halls 3 & 4*

**NETWORKING COCKTAILS**

to be opened by VPAC and DG, PPF

*Staff Hub*

17:45 - 20:00

# Morning

# Afternoon

DAY 2 - 23 September 2026, Wednesday

Main BOF Sessions  
Driving Growth

**DAY 2 OPENING SESSION**  
Welcome Remarks by VPAC  
Auditorium Halls 2-4  
9:00 – 9:15

**IMPACT SESSION**  
Partnering with Purpose (Panel Discussion)  
**Hearing from Government Agencies**  
Auditorium Halls 2-4  
9:15 – 10:15

COFFEE BREAK  
10:15 – 10:45

**SECTOR AND THEMATIC-FOCUSED DEEP DIVES**  
10:45 - 11:45

<b>Inclusive Growth Safeguards</b> Audi Hall 1	<b>Sustainable Growth Climate Change, Climate Resilience</b> Audi Hall 2	<b>Finance for Growth Finance Sector</b> Audi Hall 3	<b>Scaling Growth through Innovation Digital Sector</b> Audi Hall 4	<b>Inclusive Growth Gender</b> Theater 1	<b>Partnerships for Growth Private Sector Operations Department (PSOD) and Office of Markets Development and Public-Private Partnership (OMDP)</b> MFH 4	<b>Growth Beyond Borders Regional Cooperation and Integration (RCI) and Fragile and Conflict-Affected Situations (FCAS)</b> MFH 5
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LUNCH BREAK  
11:45 – 12:45

**INNOVATION SESSIONS**  
12:45 – 13:45

**SOCIAL INFRASTRUCTURE INNOVATION SESSION**

**PROCUREMENT INNOVATION SESSIONS**

Dialogue for contractors and Project Team Leads  
Audi Hall 1

**Sustainable Procurement Updates and Carbon Footprint Measurement**  
Audi Hall 2

**Smart Systems, Stronger Partnerships e-Government Procurement**  
Audi Hall 3

**Evaluating for Excellence Merit Point Criteria**  
Audi Hall 4

BREAK  
13:45 – 14:00

**Work with Us (Human Resources)**  
Career Opportunities with ADB – Budget, People, and Management Systems Department (BPMSD)  
Audi Hall 1  
14:00 – 15:00

**Procurement Demystified**  
Identifying Business Opportunities on ADB's Website  
Audi Halls 2 & 3  
14:00 – 15:00

COFFEE BREAK  
15:00 – 15:15

**Maximizing Impact Financial Management Session**  
Audi Hall 1  
15:15 – 16:15

**Procurement Demystified Consultants' Clinic**  
Audi Halls 2 & 3  
15:15 – 16:15

**Procurement Demystified Anticorruption, Integrity, and Complaints**  
Audi Hall 4  
15:15 – 16:15

BREAK  
16:15 – 16:30

**Operationalizing Growth: Lessons from Countries**  
Country Case Studies and Stories  
Audi Halls 2-4  
16:30 – 17:30

**CLOSING PLENARY**  
Charting the Future: Procurement for People, Planet, and Prosperity  
Audi Halls 2-4  
17:30 – 18:15

INTERNAL: This information is accessible to ADB Management and Staff. It may be shared outside ADB with appropriate permission.



21 September 2026, Monday	DAY 1 - 22 September 2026, Tuesday	DAY 2 - 23 September 2026, Wednesday	DAY 3 - 24 September 2026, Thursday																
Pre-BOF Sessions	Main BOF Sessions Empowering People	Main BOF Sessions Driving Growth	Post-BOF Sessions (Workshops) Enhancing Quality																
<b>Early Registration</b> <small>(claiming of event badges/IDs for confirmed BOF participants)</small> <b>8:00 - 17:00</b> Visitor Registration Center (VRC), ADB Avenue	<b>OPENING PLENARY</b> Welcome and Opening Remarks (President or VPAC) <i>Auditorium Halls 1-4</i> 9:00 – 9:15	<b>DAY 2 OPENING SESSION</b> Welcome Remarks by VPAC <i>Auditorium Halls 2-4</i> 9:00 – 9:15	<b>Early Market Engagement for Quality Project Outcomes</b> Early Market Engagement (EME) Sessions 8:30 – 10:00																
<b>Raising Standards in Project Delivery: Contracts that Work</b> <small>Workshop on Conditions of Contracts for Contractors and Project Team Leaders</small> <i>Audi Halls 3 &amp; 4 / 9:00 - 12:00</i>	<b>IMPACT SESSION</b> Partnering with Purpose (Panel Discussion) <b>A Dialogue with Industry Partners</b> <i>Auditorium Halls 1-4</i> 9:15 – 10:15	<b>IMPACT SESSION</b> Partnering with Purpose (Panel Discussion) <b>Hearing from Government Agencies</b> <i>Auditorium Halls 2-4</i> 9:15 – 10:15	<table border="1"> <tr> <td>Agriculture, Food, Nature, and Rural Development</td> <td>Digital</td> <td>Energy</td> <td>Human and Social Development</td> <td>Public Sector Management and Governance</td> <td>Transport</td> <td>Water and Urban Development</td> </tr> <tr> <td><i>Audi Hall 1</i></td> <td><i>MFH 4</i></td> <td><i>Audi Hall 2</i></td> <td><i>MFH 5</i></td> <td><i>MFH 6</i></td> <td><i>Audi Hall 3</i></td> <td><i>Audi Hall 4</i></td> </tr> </table>	Agriculture, Food, Nature, and Rural Development	Digital	Energy	Human and Social Development	Public Sector Management and Governance	Transport	Water and Urban Development	<i>Audi Hall 1</i>	<i>MFH 4</i>	<i>Audi Hall 2</i>	<i>MFH 5</i>	<i>MFH 6</i>	<i>Audi Hall 3</i>	<i>Audi Hall 4</i>		
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<small>*Networking Lounge at the Private Dining Rooms opens at 12nn of 22 September until 23 September. *One-on-One meetings with Procurement Specialists at MFH 6 opens at 12nn of 22 September until 23 September.</small>	BREAK 14:45 – 15:00	<b>Work with Us (Human Resources)</b> <small>Career Opportunities with ADB – Budget, People, and Management Systems Department (BPMSD)</small> <i>Audi Hall 1</i> 14:00 – 15:00																	
<small>Opening/Closing Plenary</small> <small>Sector/Thematic Sessions</small> <small>Impact Sessions - Panel Discussion</small> <small>PPFD-led Sessions</small> <small>Lunch Break</small> <small>Country Case Studies</small> <small>Training Sessions/Workshops</small> <small>Procurement Innovation Sessions</small> <small>EME Sessions</small> <small>Networking Sessions</small> <small>Early Registration</small> <small>Booth Launch</small> <small>OAI Session</small> <small>Civil Society Session</small> <small>Institutional Procurement Session</small> <small>Contractors' Forum</small> <small>Consultants' Forum</small> <small>Social Infrastructure Innovation Session</small>	BREAK 15:00 – 16:15	<b>Procurement Demystified</b> <small>Identifying Business Opportunities on ADB's Website</small> <i>Audi Halls 2 &amp; 3</i> 14:00 – 15:00																	
<b>Water Solutions and Resilient Urban Futures</b> <small>(Water and Urban Development)</small> <i>Audi Halls 1 &amp; 2</i>	COFFEE BREAK 15:00 – 15:15	<b>Maximizing Impact</b> <small>Financial Management Session</small> <i>Audi Hall 1</i> 15:15 – 16:15	COFFEE BREAK 15:00 – 15:30																
<b>Governing for Results, Delivering for People</b> <small>(Public Sector Management and Governance)</small> <i>Audi Halls 3 &amp; 4</i>	BREAK 16:15 – 16:30	<b>Procurement Demystified</b> <small>Anticorruption, Integrity, and Complaints</small> <i>Audi Hall 4</i> 15:15 – 16:15	<b>TRAINING/WORKSHOP SESSIONS</b> 15:30 – 17:00																
<b>Moving People, Transforming Cities, Connecting Regions</b> <small>(Transport)</small> <i>Audi Halls 1 &amp; 2</i>	BREAK 16:30 – 17:45	<b>Operationalizing Growth: Lessons from Countries</b> <small>Country Case Studies and Stories</small> <i>Audi Halls 2-4</i> 16:30 – 17:30																	
<b>Building Human Capital, Delivering Better Lives</b> <small>(Human and Social Development)</small> <i>Audi Halls 3 &amp; 4</i>	<b>NETWORKING COCKTAILS</b> <small>to be opened by VPAC and DG, PPF</small> <i>Staff Hub</i> 17:45 – 20:00	<b>CLOSING PLENARY</b> <small>Charting the Future: Procurement for People, Planet, and Prosperity</small> <i>Audi Halls 2-4</i> 17:30 – 18:15	<table border="1"> <tr> <td><b>Making your Best Proposal</b> Preparation of Bidding Documents and Proposals</td> <td><b>Evaluating for Excellence</b> Merit Point Criteria</td> <td><b>Enhancing Quality: ESF Tools and Practices</b> Environmental and Social Framework (ESF)</td> <td><b>Maximizing Impact</b> Financial Management</td> <td><b>From Compliance to Quality</b> CTL Session</td> <td><b>Raising Standards in Project Delivery: Contracts that Work</b> Workshop on Conditions of Contracts for Contractors and Project Team Leaders</td> <td><b>Advancing Quality in Practice</b> De-risking Public Procurement with Open Contracting (c/o Open Contracting Partnerships)</td> <td><b>Project Management Institute (PMI) session</b></td> </tr> <tr> <td><i>Audi Hall 1 &amp; 2</i></td> <td><i>Audi Hall 3</i></td> <td><i>Audi Hall 4</i></td> <td><i>MFH 4</i></td> <td><i>MFH 5</i></td> <td><i>Theater 1</i></td> <td><i>MFH 6</i></td> <td><i>MFH 7</i></td> </tr> </table>	<b>Making your Best Proposal</b> Preparation of Bidding Documents and Proposals	<b>Evaluating for Excellence</b> Merit Point Criteria	<b>Enhancing Quality: ESF Tools and Practices</b> Environmental and Social Framework (ESF)	<b>Maximizing Impact</b> Financial Management	<b>From Compliance to Quality</b> CTL Session	<b>Raising Standards in Project Delivery: Contracts that Work</b> Workshop on Conditions of Contracts for Contractors and Project Team Leaders	<b>Advancing Quality in Practice</b> De-risking Public Procurement with Open Contracting (c/o Open Contracting Partnerships)	<b>Project Management Institute (PMI) session</b>	<i>Audi Hall 1 &amp; 2</i>	<i>Audi Hall 3</i>	<i>Audi Hall 4</i>	<i>MFH 4</i>	<i>MFH 5</i>	<i>Theater 1</i>	<i>MFH 6</i>	<i>MFH 7</i>
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		<small>INTERNAL: This information is accessible to ADB Management and Staff. It may be shared outside ADB with appropriate permission.</small>																	



# BOF Team Support

- **Contacts:**

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BOF Team Leads:

- Sharlene Jo-Ann Shillingford-Mcklmon, Principal Procurement Specialist – [ssmcklmon@adb.org](mailto:ssmcklmon@adb.org)
- Bisma Husen, Principal Procurement Specialist – [bhusen@adb.org](mailto:bhusen@adb.org)

- **BOF-BOS Team Consultants:**

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**ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026**

21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA



**Thank you and see you all at the BOF 2026!**



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# Appendices



ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026

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# Business Center

**To join the community of ADB Consultants and Suppliers:**

**1) ADB Consultants Network:**

• <https://www.linkedin.com/groups/3796524/>

**2) ADB Suppliers Network:**

• <https://www.linkedin.com/groups/3796532/>

**Also follow “ADB Business Center”:**

<https://www.linkedin.com/showcase/adb-business-center/>



# How to Prepare for the BOF

- Submit your EOI early!
- Arrange all travel logistics (e.g., visas, hotels) early
- Book a hotel very close to ADB (Ortigas area) to avoid traffic
  - Begin early networking
  - LinkedIn groups for [consultants](#) and [suppliers](#)
  - Partners of interest who may be attending
  - ADB staff



# How to Prepare for the BOF

- Start doing your research
  - Brush up on your knowledge of Asia and its current market environments
  - Brush up on your intercultural communication skills
  - Spend some time on ADB's (huge) website ([adb.org](http://adb.org))
    - Sectors, projects, countries, and/or areas of interest
    - [New corporate strategy](#) and the ADB [Business Center's FAQs](#)
- Prepare your “pitch” and selling points, both to ADB and to other participants



# What to Expect at the BOF

- Three **busy** days of event sessions, trainings/workshops, and meetings with ADB staff and participants
- Make your appointments for one-on-one meetings **early on Day 1, at the BOF appointments desk**, as meetings are **first-come, first-served**
- Parallel sessions and one-on-one meetings for more options



# What NOT to Expect at the BOF

- That your meetings will schedule themselves and that opportunities will fall into your lap.
- That you will leave Manila with a contract offer!
  - ADB procures most of its business through **open competitive bidding**
  - Attending the BOF **may indeed lead to identifying some immediate bidding opportunities**