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## **Pacific Infrastructure Business Opportunities Seminar 2024**

**Date: Wednesday 22 May-Thursday 23 May 2024**

**Location: Nadi, Fiji (Crowne Plaza Hotel)**

The Pacific Infrastructure Business Opportunities Seminar is for international, regional and local contractors and consultants interested in contributing to infrastructure development activities in the Pacific.

Hosted by the Government of Fiji and the Asian Development Bank, in partnership with Australian Government and the World Bank, with support from the Pacific Islands Forum Secretariat, Pacific Regional Infrastructure Facility, New Zealand Government, United States Government, the Government of Japan, European Union and European Investment Bank. This flagship in-person event brings business community together with key representatives from Pacific governments and development partners to discuss the infrastructure development priorities for the Pacific region, especially growing opportunities in Transport, Energy, Water, ICT, Social (Health and Education) Infrastructure Sectors.

To strengthen business community and public buyers' exchange and encourage increased local participation, the event features briefing for new entrants, sector specific industry feedback session and networking opportunities.

In support of the Pacific Quality Infrastructure Principles, the event will include a focused panel discussion on how different institutions' procurement system can maximise positive impacts through integrating environmental, social, climate resilience, economic considerations.

The event will offer an unrivalled opportunity to better understand the growing business opportunities in the Pacific and explore how the local, regional and international public and private sector can work in partnership to further grow the trade and investment relationship towards sustainable infrastructure development in the Pacific.

The two day events will cover:

- presentations of consolidated infrastructure project pipelines in 2024-2025 in PICs;
- new features in procurement guidelines and processes;
- useful information for new entrants;
- opportunity to provide market feedback to public buyers and funders
- local participation approach;
- networking and Q&A opportunities with development partners and governments

**Day 1 – Wed 22 May**

<b>Time</b>	<b>Description of Session</b>	
8:45-9:00am	Opening Remarks	Saimoni Veramu (Fiji MOF) Galiya Ismakova (ADB) Brad Williams(Austrade)
9:15-9:20am	How to get the most of the BOS? -Overview of the 2 days programme	Jenny YanYee Chu (ADB)
9:20-9:35am	Overview of PIC Consolidated Procurement Pipeline Presentation	Tim Houghton (Austrade)
9:35-10:35am	Pacific Islands Countries Pipelines – Fiji, Tonga, Cook Islands, Palau  PIC government representative presentation on : <ul style="list-style-type: none"> <li>- Upcoming infrastructure tender and bidding opportunities in 2024-2026</li> <li>- Major project highlights</li> <li>- Local participation opportunities highlights</li> <li>- Update on country procurement system and business opportunities access channels</li> </ul>	Moderator: Louise Scott (DFAT)  Speakers:  Reps from Government of Fiji, Tonga, Palau, Cook Island
10:35-11:00am	Morning tea	
11:00-12:00pm	Pacific Islands Countries Pipelines – Vanuatu, Nauru, RMI, Solomon Islands  PIC government representative presentation on : <ul style="list-style-type: none"> <li>- Upcoming infrastructure tender and bidding opportunities in 2024-2026</li> <li>- Major project highlights</li> <li>- Local participation opportunities highlights</li> <li>- Changes on country procurement system and business opportunities access channels</li> </ul>	Moderator: Mohammad Amin Saskai (World Bank)  Speakers: Reps from Government of Vanuatu, Nauru, RMI, Solomon
12:00-1:15pm	Lunch	
1:15-2:00pm	Getting Started with Infrastructure Business Opportunities in Pacific Panel discussion on the perspectives from local and international businesses, procurer and development partner on the following : <ul style="list-style-type: none"> <li>- Opportunities and Challenges with Getting Started</li> <li>- Successful strategies and approaches</li> <li>- Tips for new entrants</li> </ul>	Moderator: Tim Stats (PRIF)  Panelists: Amit Chanan (Fiji WAF) Terence Erasito (Erasito) Titi Tutuvanu-Schwalger (T&D) Galiya Ismakova (ADB)
2:00-2:20pm	Summary of market engagement / survey efforts	Glen Harris (ADB) Cris Nunes (World Bank) Brad Williams (Austrade) Alex Shahryar-Davies (MFAT)
2:20-3:05pm	Industry Feedback – Discussion thus far and key themes  Panel discussion on industry insights on the key themes:	Moderator: David Dewar (NZTE) Panelists:

	<ul style="list-style-type: none"> <li>• Rewarding innovation</li> <li>• Qualification criteria and Contract modality</li> <li>• Roles of contractor, supervision engineer and client</li> <li>• Pacific SME involvement and experience development</li> </ul>	Christopher Saili (Kahuto) Will Blank (Hal/APIBC)) Kris Noiseux (GHD) Grace Schaefer (T&T)
3:05-3:30pm	Afternoon tea	
3:30-5:00pm	<p>Industry Feedback - Reflections on opportunities and challenges of doing business and Possible way forward (break out sessions x 2)</p> <p>-How can we enhance our approach to rewarding innovation in construction methodology, local engagement, and environmental sustainability?</p> <p>-What should be the qualification criteria and contract modality for ensuring effective project delivery?</p> <p>-How can we ensure quality contract delivery by supporting collaboration and role clarity among the contractor, supervision engineer, and client?</p> <p>-What strategies can be implemented to support local partners and SMEs, enabling them to participate in projects and gain valuable experience?</p>	<p>Moderators:</p> <p>Room 1 – Cris Nunes (World Bank)</p> <p>Room 2 – Tim Stats (PRIF)</p>
5:00pm	Closing for Day 1	
6:00pm	Networking Drinks	

## Day 2 – Thur 23 May

Time	Description of Session	
8:45-8:50am	Opening of Day 2	ADB
8:50-9:30am	<p>Industry Engagement Sessions – Charting the Way Forward</p> <ul style="list-style-type: none"> <li>- Recap from breakout rooms</li> <li>- Summary of key takeaways</li> </ul>	<p>Moderator:</p> <p>David Dewar (NZTE)</p>
9:30-10:45am	Development Partner Presentations (ADB, World Bank, Australia)	<p>Moderator:</p> <p>Robert Guild (PRIF)</p> <p>Speakers:</p> <p>Aaron Batten (ADB) Cris Nunes (World Bank) Mick Lilley (AIFFP, A/g Chief Investment Officer)</p>
10:45-11:05am	Morning tea	
11:05am-12:30pm	Pacific Islands Countries Pipelines - Samoa, Tuvalu, Kiribati, Niue, PNG	<p>Moderator:</p> <p>Cris Nunes (World Bank)</p> <p>Speakers:</p> <p>Reps from Government of Samoa, Tuvalu, Kiribati, Niue, PNG</p>
12:30-1:40pm	Lunch	
1:40-2:50pm	Development Partner Presentations (New Zealand, US, JICA, EIB)	<p>Moderator:</p> <p>Robert Guild (PRIF)</p>

		Speakers: Alex Shahryar-Davies (MFAT) Steve Knode (USCS) Hideaki Iwase- JICA Benoit Cambier- EIB/EU
2:50-4:00pm	Value what matters most: How government procurement can support sustainable impacts in Pacific	Moderator: Jenny Yan Yee Chu (ADB)  Panelists: Rodney Kirarock (PIFS) Saimoni Veramu (Fiji) Tim Stats (PRIF) Emma Tiaree (AIFFFP) Fraser Wyllie (MacDow) Vincent Lobendahn (Beca)
4:00-4:20pm	Afternoon Tea	-
4:20-4:35pm	Update on recent regional infrastructure studies	PRIF
4:35-4:50pm	Upcoming Business Opportunities Events	Tim Houghton (Austrade) David Dewar (NZTE) Jenny Yan Yee Chu (ADB)
4:50-5:00pm	Final Reflection + Closing remarks	Aaron Batten (ADB)