



ASIAN DEVELOPMENT BANK



Australian Government



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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

Register here: <https://forms.office.com/r/Aa2eaTRzPp>

Day 1 – Wed 22 May

Time	Description of Session	
8:45-9:00am	Opening Remarks	<i>Saimoni Veramu (Fiji MOF)</i> <i>Galiya Ismakova (ADB)</i>
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	<i>Tim Houghton (Austrade)</i>
9:35-10:35am	Pacific Islands Countries Pipelines – Fiji, Tonga, Cook Islands, Palau PIC government representative presentation on : <ul style="list-style-type: none"> - Upcoming infrastructure tender and bidding opportunities in 2024-2026 - Major project highlights - Local participation opportunities highlights - Update on country procurement system and business opportunities access channels 	Moderator: <i>Austrade</i> Speakers: <i>Reps from Government of Fiji, Tonga, Palau, Cook Island</i>
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"> - Upcoming infrastructure tender and bidding opportunities in 2024-2026 - Major project highlights - Local participation opportunities highlights - Changes on country procurement system and business opportunities access channels 	Moderator: <i>World Bank</i> 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"> - Opportunities and Challenges with Getting Started - Successful strategies and approaches - Tips for new entrants 	Moderator: <i>Tim Stats (PRIF)</i> Panelists: <i>Amit Chanan (Fiji WAF)</i> <i>Terence Erasito (Erasito)</i> <i>Solomon Islands</i> <i>Galiya Ismakova (ADB)</i>
2:30-3:30pm 2:30-2:45pm	Industry Feedback – Discussion thus far and key themes <i>Summary of BOS market survey</i> <i>Summary of Local contractor survey</i>	Moderator: <i>David Dewar (NZTE)</i> <i>Jenny Yan Yee Chu (ADB)</i> <i>Cris Nunes (World Bank)</i>

2:45-3:30pm	Panel discussion on insights from industry on the key themes	Panelists: Pacific TIN (PIFS) <i>Will Blank (Hall/ Business Council)</i> <i>Emma Newland (GHD)</i>
3:30-3:50pm	Afternoon tea	
3:50-5:00pm	Industry Feedback - Reflections on opportunities and challenges of doing business and possible way forward (break out sessions x 2) Breakout Room 1 – 3 key issues Breakout Room 2 – 3 key issues	Moderators: Room 1 – <i>Glen Harris (ADB)- Lead</i> <i>Amit Chanan (Fiji)</i> TBC (Vanuatu) Cris Nunes (World Bank) Room 2 – <i>Tim Stats (PRIF)- Lead</i> <i>Angela Williams (Cook Is)</i> TBC (PNG) TBC (DFAT)
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	Industry Engagement Sessions – Charting the Way Forward - Recap from breakout rooms - Summary of key takeaways	Moderator: <i>David Dewar (NZTE)</i>
9:30-10:30am	Development Partner Presentations (ADB, World Bank, Australia)	Moderator: <i>Salome Taufa (PIFS)</i> Speakers: Aaron Batten (ADB) World Bank Australia
10:30-10:50am	Morning tea	

10:50am-12:30pm	Pacific Islands Countries Pipelines - Samoa, Tuvalu, Kiribati, Niue, PNG	Moderator: <i>Cris Nunes</i> (World Bank) Speakers: Reps from Government of Samoa, Tuvalu, Kiribati, Niue, PNG
12:30-1:30pm	Lunch	
1:30-2:30pm	Development Partner Presentations (New Zealand, US, JICA, EIB)	Moderator: <i>Robert Guild</i> (PRIF) Speakers: New Zealand <i>Steve Knode</i> (US) <i>Hideaki Iwase</i> - JICA <i>Benoit Cambier</i> - EIB/EU
2:30-3:45pm	Value what matters most: How government procurement can support sustainable impacts in Pacific	Moderator: <i>Jenny Yan Yee Chu</i> (ADB) Panelists: <i>Salome Taufa</i> (PIFS) <i>Saimoni Veramu</i> (Fiji) <i>Tim Stats</i> (PRIF) <i>Emma Tiaree</i> (AIFFFP) <i>Fraser Wyllie</i> (MacDow)
3:45-4:05pm	Afternoon Tea	-
4:05-4:20pm	Update on recent regional infrastructure studies	PRIF
4:20-4:40pm	Upcoming Business Opportunities Events	Australia and NZ Trade Commissions
4:40-5:00pm	Final Reflection + Closing remarks	<i>Aaron Batten</i> (ADB)