

Profiting from tenders for market entry in developing and emerging countries

The Procurement System of the Asian Development Bank (ADB)

10 June 2025 - 10:00 to 11:30 hrs CET

Online via Teams

Preliminary Agenda

Moderation

- Sören Konaretzki, Regional Manager ASEAN, OAV – German Asia-Pacific Business Association

10:00 hrs

Welcome remarks

- Katy Schröder, Senior Advisor, Agentur für Wirtschaft & Entwicklung

10:05 hrs

Essentials of successfully doing business by participating in tenders of the ADB

Stephane Bessadi, Business Opportunities Seminar Team Lead and Senior Procurement Specialist, Asian Development Bank (ADB)

10:35 hrs

Overview knowledge: Successful bidding in tenders – using the example of the Asian Development Bank

- Dorothea Netz, Senior Manager Development Cooperation & Public Procurement, Germany Trade & Invest (GTAI)

11:15 hrs

News from the GPCCI-ADB Partnership and Business Development Consultant

Therese Chu, ADB Partnership and Business Development Consultant, German-Philippine Chamber of Commerce and Industry (GPCCI)

11:20 hrs

Exchange Round (Q&A)

11:30 hrs

End of the Event

In Cooperation with



ASIAN DEVELOPMENT BANK

