

The views expressed in this presentation are the views of the author/s and do not necessarily reflect the views or policies of the Asian Development Bank, or its Board of Governors, or the governments they represent. ADB does not guarantee the accuracy of the data included in this presentation and accepts no responsibility for any consequence of their use. The countries listed in this presentation do not imply any view on ADB's part as to sovereignty or independent status or necessarily conform to ADB's terminology.



ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2025

16-18 SEPTEMBER 2025 | ADB HEADQUARTERS, MANILA

QUALITY INNOVATION IMPACT

Procurement of Goods and Works

KEIKO KOISO

Principal Procurement Specialist

Procurement Division/Procurement, Portfolio and
Financial Management Department



ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2025

16-17 SEPTEMBER 2025 | 9 A.M.-5 P.M. | ADB HEADQUARTERS, MANILA

ADB

ADB Core Procurement Principles



Economy



Efficiency



Fairness



Transparency



Quality



Value for money



ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2025

16-17 SEPTEMBER 2025 | 9 A.M.-5 P.M. | ADB HEADQUARTERS, MANILA



Current Procurement Framework

ADB
Charter

Article 14 of the Agreement Establishing ADB

ADB
Procurement
Policy

Procurement
Regulations
for ADB Borrowers

Staff Instructions

Guidance Notes

Standard Bidding
Documents

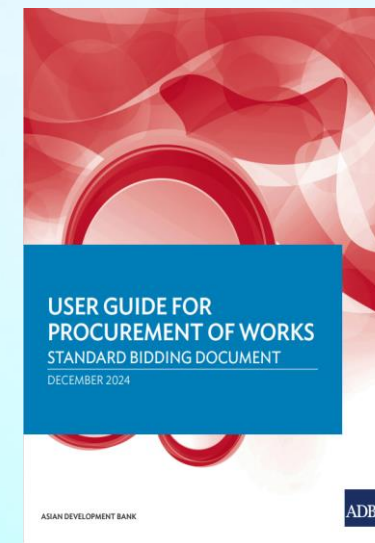
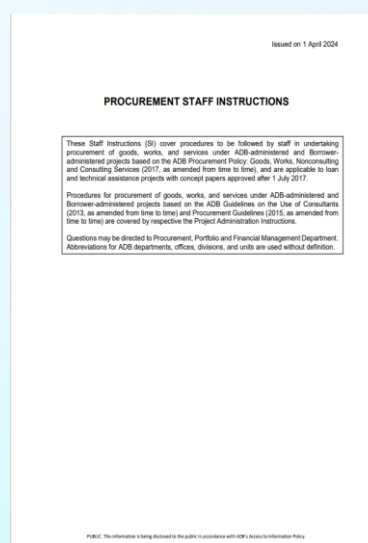


ADB PROCUREMENT POLICY
Goods, Works, Nonconsulting and Consulting Services



**PROCUREMENT REGULATIONS
FOR ADB BORROWERS**

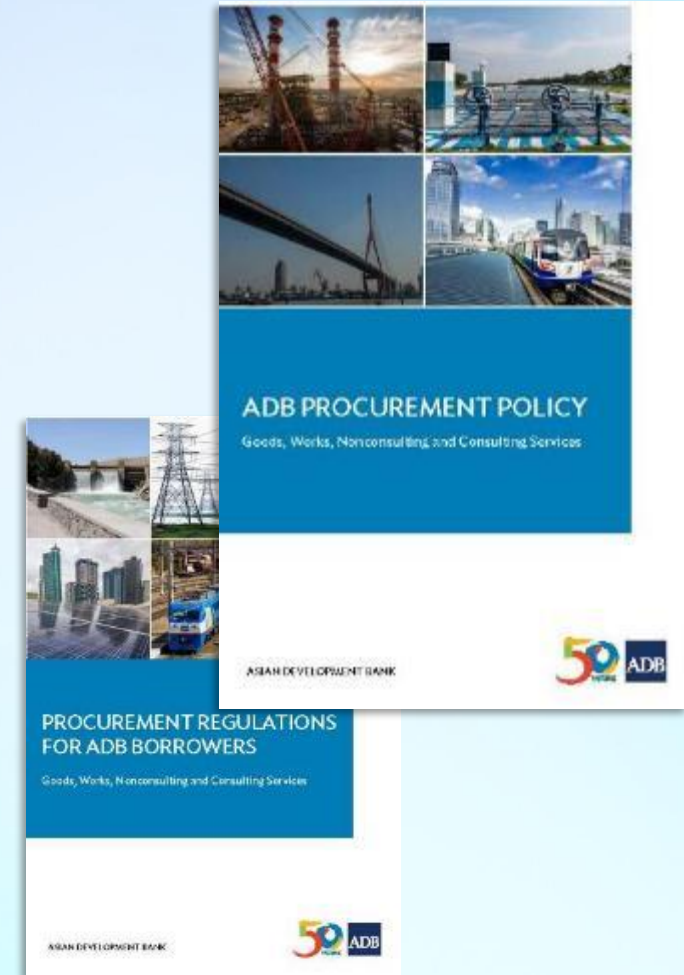
Goods, Works, Nonconsulting and Consulting Services





International Best Practice

- ❖ Open Competitive Bidding
- ❖ Advertisement of Opportunities
- ❖ Public Bid Opening
- ❖ Robust Bid Evaluations Procedures
- ❖ Publication of Results
- ❖ Process Oversight by ADB
- ❖ Debriefing and Complaints Handling Mechanism
- ❖ Robust Anti- Fraud and Corruption Procedures





ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2025
16-17 SEPTEMBER 2025 | 9 A.M.-5 P.M. | ADB HEADQUARTERS, MANILA

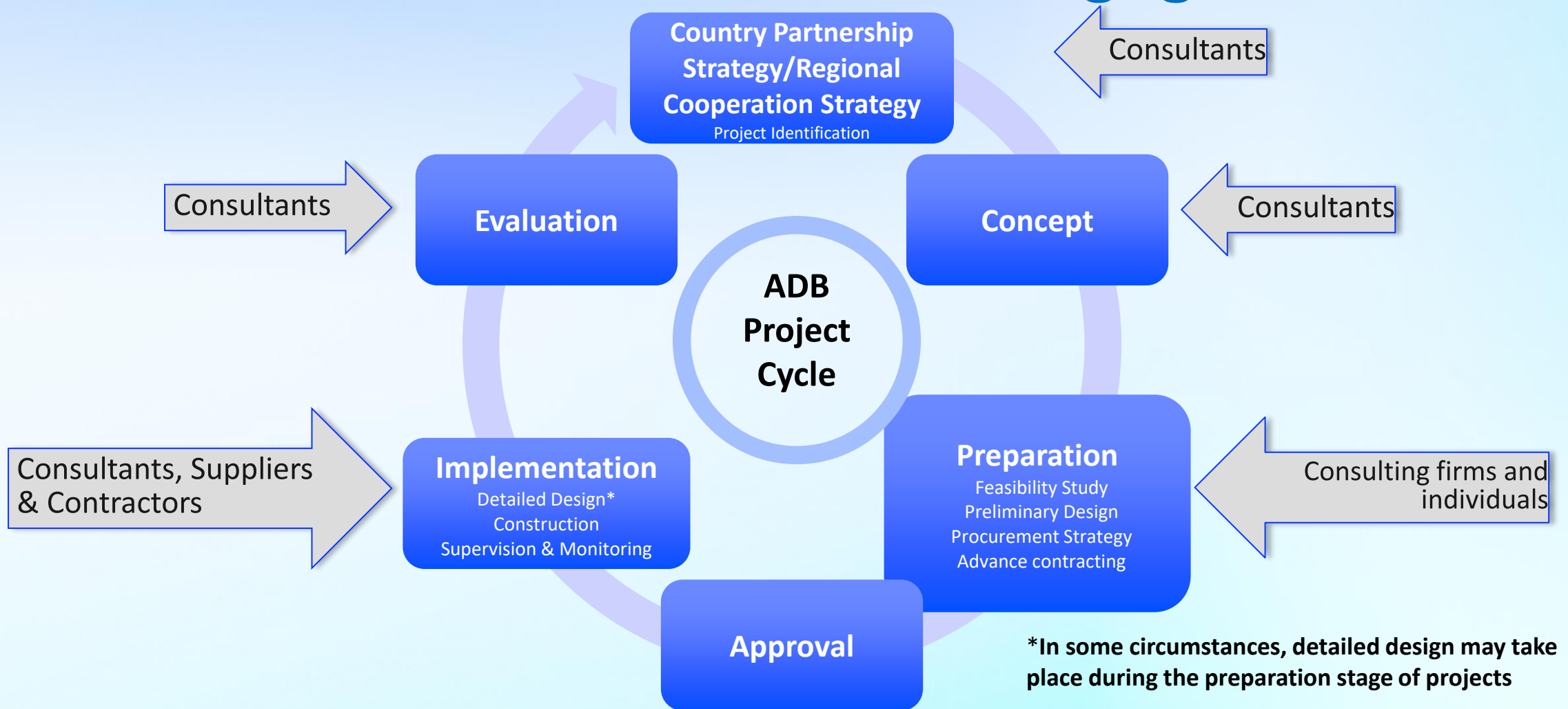


Delivering Quality and Value for Money Outcomes

- ❖ Requiring preparation of detailed procurement strategies
- ❖ Increasing early market engagement with feedback loops
- ❖ Wider use of Merit Point Criteria (MPC) for evaluation
- ❖ Mainstreaming Sustainable Procurement principles
- ❖ Mandating use of contract management plans



When is the Private Sector engaged?





Sovereign Projects - Financing Types

Loans and Grants

Provided to and managed by Governments

Procurement of Works, Goods and Services

Government undertakes procurement (ADB oversight)

Contracts signed by Government

Technical Assistance

Provided to governments, but contracts managed by ADB

Mostly procurement of Consulting Services

ADB undertakes procurement

Contracts signed by ADB



Advice when approaching Opportunities

Plan ahead:
Identify a
pipeline of
projects of
interest.

Understand
project
background,
local context &
partnership
needs

Respond clearly
to qualification
and evaluation
criteria

Understand legal
& regulatory
systems
(business
registration, tax,
customs etc.)

Build local
partnerships (JV
or association)

Carefully read &
understand
submission
requirements; no
conditional bids

Invest
appropriate
resources and
time in
preparing the
bids



Common Mistakes

Bids not signed, or
unclear authorization
to sign

Ownership structures
and JV arrangements

No compliant Bid
Security / Bid Securing
Declaration

Failure to meet
Qualification Criteria

Poor Supporting
Documents

Incomplete Bids /
Partial Bids

Inclusion of financial
offer with technical
offer where bid
conditions require
them to be separated



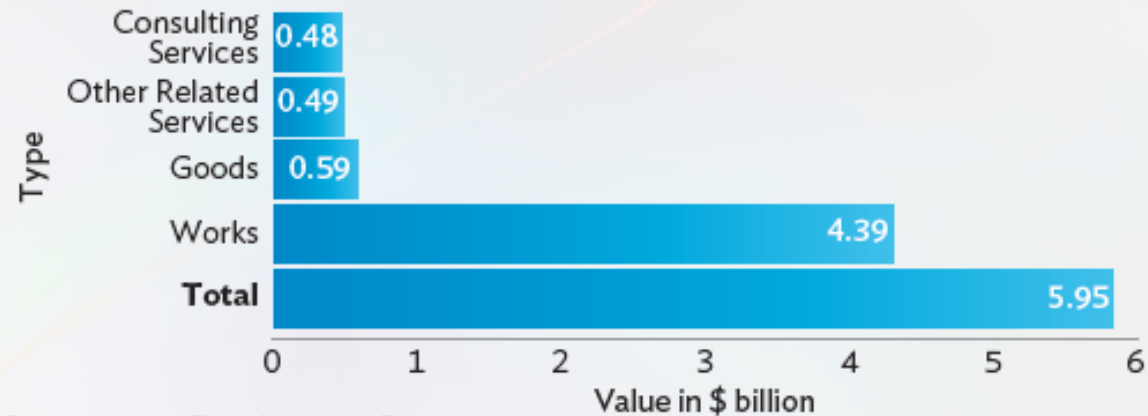
ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2025

16-17 SEPTEMBER 2025 | 9 A.M.-5 P.M. | ADB HEADQUARTERS, MANILA



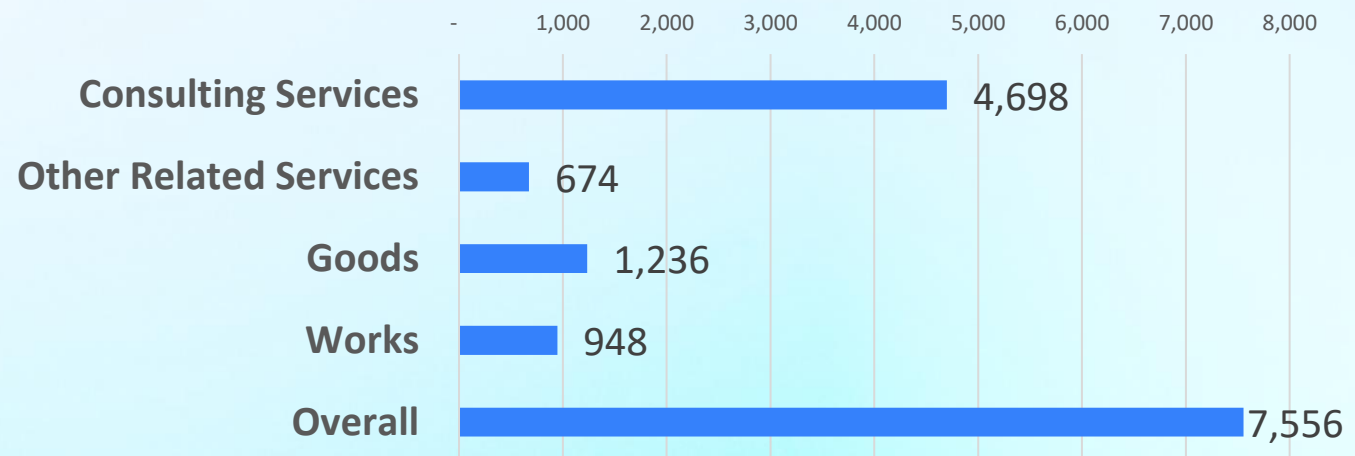
Procurement value and contract in 2024

Figure 1: Value of Contracts Awarded by Procurement Type, 2024



Source: Asian Development Bank.

Number of Contracts by Procurement Type, 2024





Total Procurement by Region, 2024 (USD billion)

Figure 3: Value of Awarded Contracts by Subregion, 2024

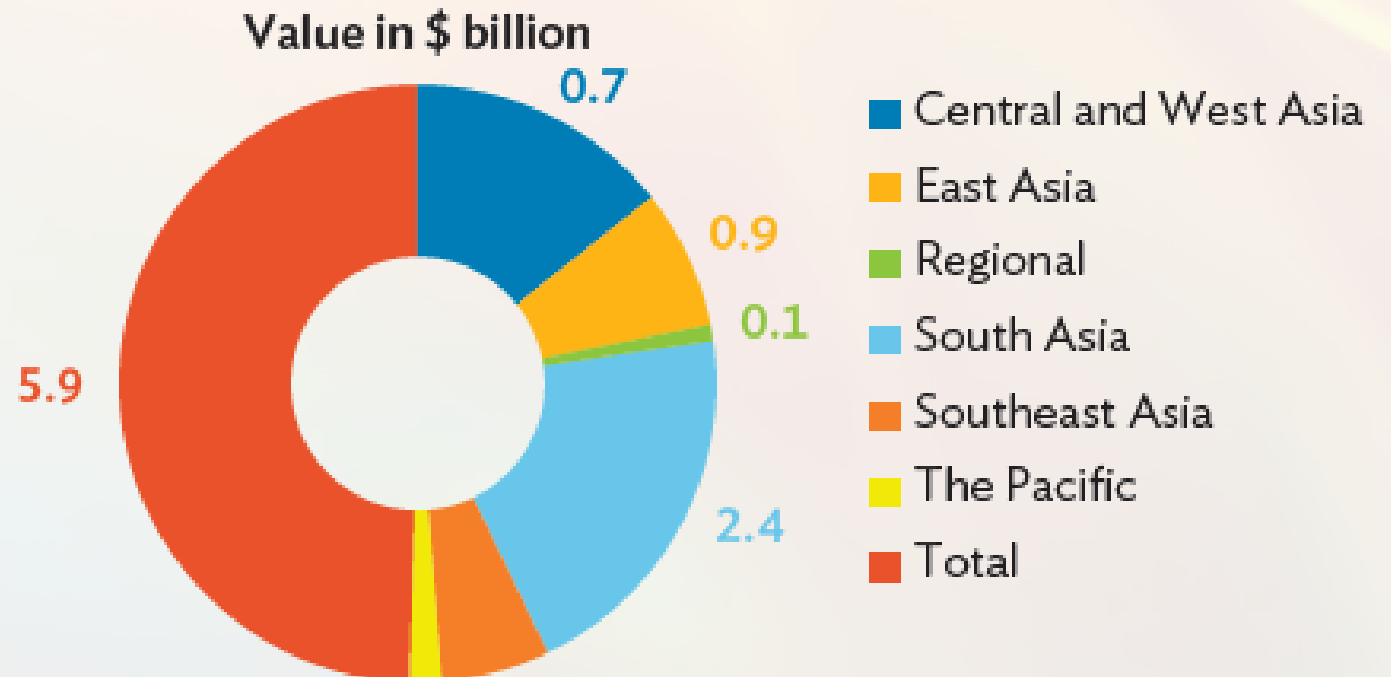
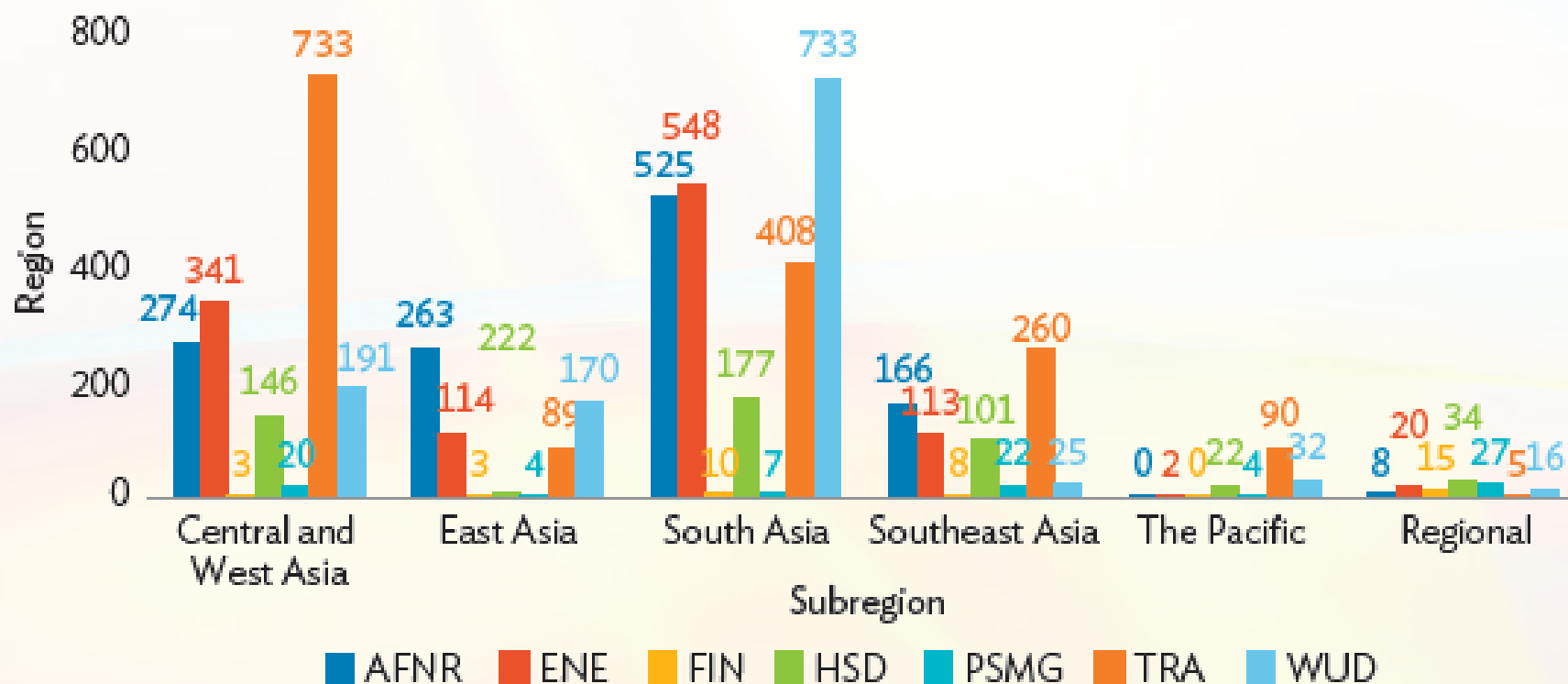




Figure 5: Value of Awarded Contracts by Sectors and Subregions, 2024



AFNR = agriculture, food, nature, and rural development; ENE = energy; FIN = finance; HSD = human and social development; PSMG = public sector management and governance; TRA = transport; WUD = water and urban development.

Source: Asian Development Bank.



ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2025
16-17 SEPTEMBER 2025 | 9 A.M.-5 P.M. | ADB HEADQUARTERS, MANILA



How to find Information on our Website

The screenshot shows the ADB website header and a dropdown menu for 'WORK WITH US'. The header includes the ADB logo, the tagline 'Solving Complex Challenges Together', and navigation links: 'WHO WE ARE', 'WHAT WE DO', 'WHERE WE WORK', 'WORK WITH US' (highlighted with a blue circle), and a search bar. The 'WORK WITH US' dropdown menu is divided into three sections: 'CAREERS AND SCHOLARSHIPS', 'INFORMATION ON WORKING WITH ADB FOR...', and 'PROCUREMENT AND OUTREACH'. The 'PROCUREMENT AND OUTREACH' section contains three items: 'Operational Procurement' (circled in blue), 'Institutional Procurement', and 'Business Opportunities Outreach'. Below 'Business Opportunities Outreach' is 'Projects & Tenders' (also circled in blue). A 'LEARN MORE' button is visible at the bottom left of the dropdown menu.

ADB Solving Complex Challenges Together

News and Events ADB Institute Contact English ▾

WHO WE ARE WHAT WE DO WHERE WE WORK **WORK WITH US** Search

With employees from more than 60 countries, ADB is a place of real diversity.

Work with us to find fulfillment in sharing your knowledge and skills, and be a part of our vision in achieving a prosperous, inclusive, resilient, and sustainable Asia and the Pacific.

CAREERS AND SCHOLARSHIPS

- Careers
- Career Opportunities
- Young Professionals Program
- Visiting Fellow Program
- Internship Program
- Scholarship Program

FOR INVESTORS

- Investor Relations | 日本語
- ADB Green and Blue Bonds
- ADB Theme Bonds

INFORMATION ON WORKING WITH ADB FOR...

- Consultants
- Contractors and Suppliers
- Governments
- Executing and Implementing Agencies
- Development Institutions
- Private Sector Partners
- Civil Society/Non-government Organizations

PROCUREMENT AND OUTREACH

- Operational Procurement**
- Institutional Procurement
- Business Opportunities Outreach
- Projects & Tenders**

LEARN MORE



ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2025

16-17 SEPTEMBER 2025 | 9 A.M.-5 P.M. | ADB HEADQUARTERS, MANILA



Solving Complex
Challenges Together

News and Events ADB Institute Contact English ▾

WHO WE ARE WHAT WE DO WHERE WE WORK

WORK WITH US

Search



ADB Business Center

All you need to work with us—in one place.

Home > Work with Us > Working with ADB

Working with ADB

www.adb.org/business

Information for...

Consultants

Contractors and suppliers

Governments

Executing and implementing agencies

Development institutions

How-Tos

Where are the business opportunities in the ADB project cycle? →

What bidding procedures are used by ADB-financed projects? →

How can we improve our chances of securing an ADB-funded contract? →

What are the main eligibility requirements for bidding for contracts under ADB-financed projects? →

What are the eligibility requirements for subcontractors working for contractors on ADB-financed projects? →

- ❖ How-Tos
- ❖ Policies & Regulations
- ❖ Procedures & Guidance
- ❖ Documents & Forms



ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2025
16-18 SEPTEMBER 2025 | ADB HEADQUARTERS, MANILA
QUALITY · INNOVATION · IMPACT



Thank You!

KEIKO KOISO

Principal Procurement Specialist, PFP, PPFD

kkoiso@adb.org