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**ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2025**

**16-18 SEPTEMBER 2025 | ADB HEADQUARTERS, MANILA**

**QUALITY INNOVATION IMPACT**

# **Fiduciary opportunities in ADB-financed projects**

**Maria Joao Kaizeler**

**Principal Financial Management Specialist**

**PPFD-PFFM**



# *Opportunities lie across the Project Cycle*

- ❖ Project Preparation and Design (for ADB)
  - Country, sector, agency and project FM assessments and support - gaps, needs, pathways for systems strengthening and project FM readiness.
- ❖ Implementation (for EA/IA)
  - Services in accounting, reporting, audit (for EA/IA; PMU/PIU, etc.)
  - Building agency FM systems and capacity: processes, interim systems (software, manuals), training.
- ❖ Sustainability (for EA/IA and for project)
  - Long-term systems strengthening: planning and budgeting, accounting/reporting, asset management, financial sustainability of infrastructure/services.

***Consultants are essential at each stage, not just at project entry.***



## *Expertise in Demand*

- ❖ Accounting, control, internal and external auditing: designing and testing/doing project accounting, accounting software and systems, control processes and manuals and internal audit service, gap analysis, projects external audits.
- ❖ Financial analysis: supporting project due diligence, modeling sustainability of investments, confirming financial sustainability and going concern of entities receiving and responsible for O&M the assets.
- ❖ Capacity building: training staff, strengthening institutions.
- ❖ Systems development: creating or adapting financial management systems and controls - integrating with national reforms and aligning with international standards and practices.

***This is not one-off work; it's ongoing, cross-sector, and diverse.***



# Some examples

❖ PNG 56007-001: [Sustainable Highlands Region Core Road Network Project: Procurement Plan](#)

|       |                                 |            |             |       |  |           |   |
|-------|---------------------------------|------------|-------------|-------|--|-----------|---|
| CS-06 | Financial Management Specialist | 140,000.00 | Competitive | Prior |  | Q3 / 2025 | Non-Consulting Services: No<br>Type: Individual<br>Assignment: International<br>Expertise: Financial Management, Accounting |
|-------|---------------------------------|------------|-------------|-------|--|-----------|---|

❖ LAO 45301-002: [Water Supply and Sanitation Sector Project](#)

| Consulting Services |  |                 |                     |                    |                     |                                   |                  |                      |
|---------------------|--|-----------------|---------------------|--------------------|---------------------|-----------------------------------|------------------|----------------------|
| Package Number      | General Description                              | Estimated Value | Number of Contracts | Recruitment Method | Review (Prior/Post) | Advertisement Date (quarter/year) | Type of Proposal | Comments             |
| C1-2025             | External Financial Auditor for FY2025 and FY2026 | 50,000.00       | 1                   | SSS                | Prior               | Q3 / 2025                         | BTP              | Assignment: National |

❖ IND 56287-001: [Kolkata Municipal Corporation Sustainability, Hygiene, and Resilience \(Sector\) Project](#)

| Consulting Services |                     |                           |                  |        |                  |                                   |   |
|---------------------|---------------------|---------------------------|------------------|--------|------------------|-----------------------------------|---|
| Package Number      | General Description | Estimated Value (in US\$) | Selection Method | Review | Type of Proposal | Advertisement Date (quarter/year) | Comments  |
| KMC-SHAR P/KCS/02   | Internal Audit      | 500,000.00                | LCS              | Prior  | BTP              | Q2 / 2025                         | Non-Consulting Services: No<br>Type: Firm<br>Assignment: National |