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Business Opportunities Seminar 2025

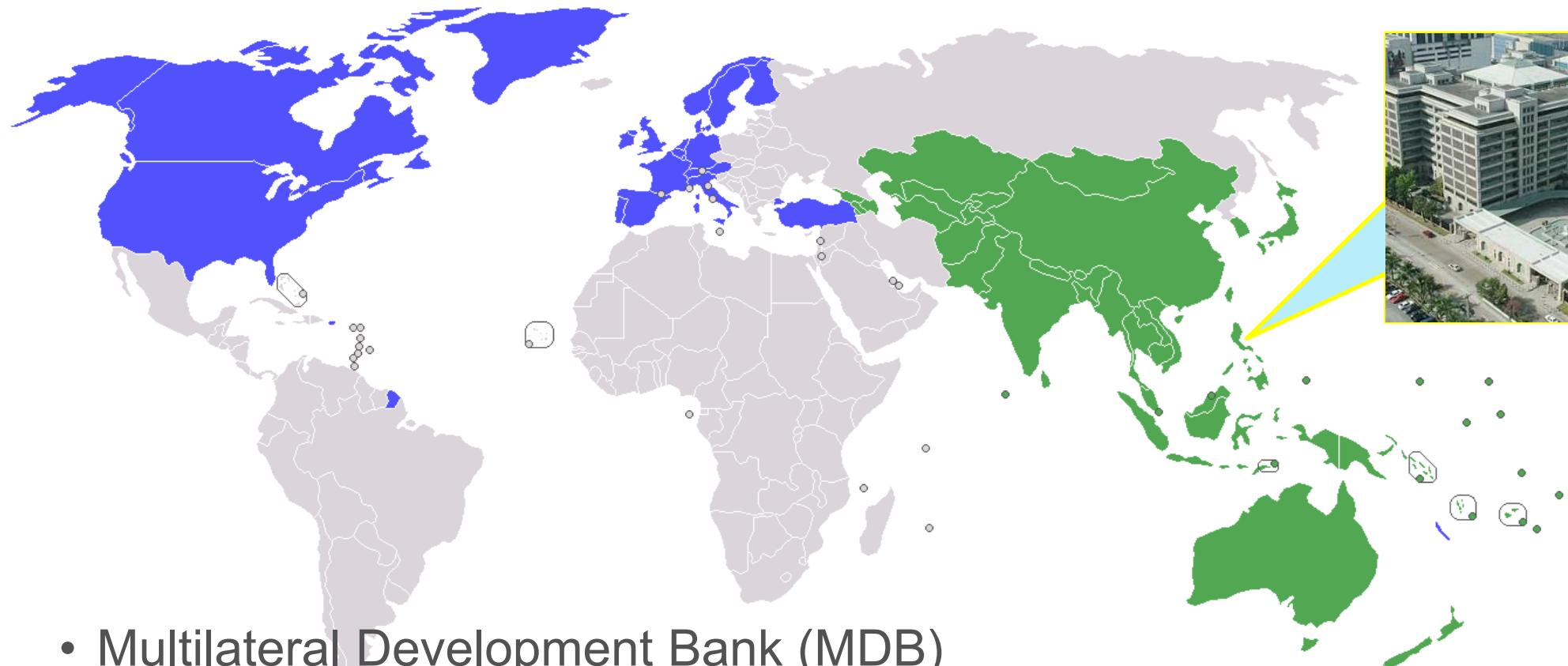
Doing Business with the Asian Development Bank – Procurement System and Opportunities

10 December 2025

Sok Sokunthea
Principal Procurement Officer,
PPFD/Cambodia Resident Mission
Asian Development Bank

**BUSINESS
OPPORTUNITIES**

Asian Development Bank (ADB)



- Multilateral Development Bank (MDB)
- 69 member countries, **49 from the Asia & Pacific, 20 non-regional**
- Headquarter in Manila, Philippines, and 43 Field Offices
- Around 4,000 staffs from 65 nationalities

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**

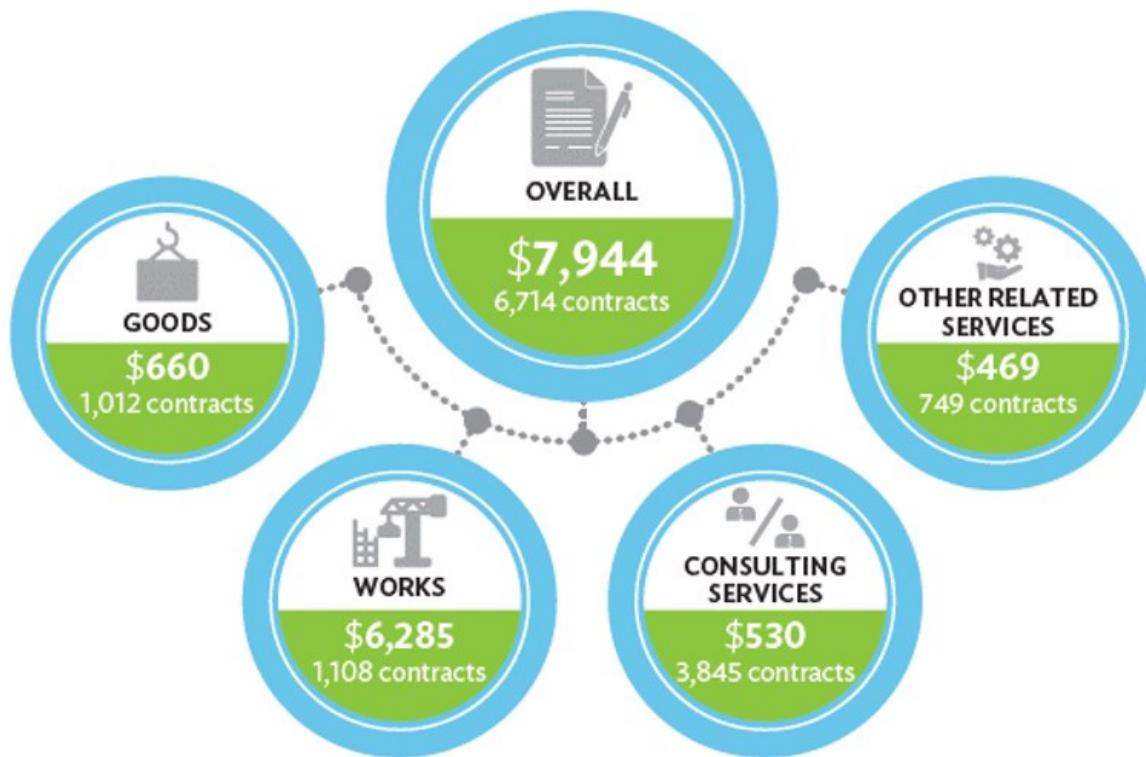
Mostly procurement of
Consulting Services

ADB undertakes procurement

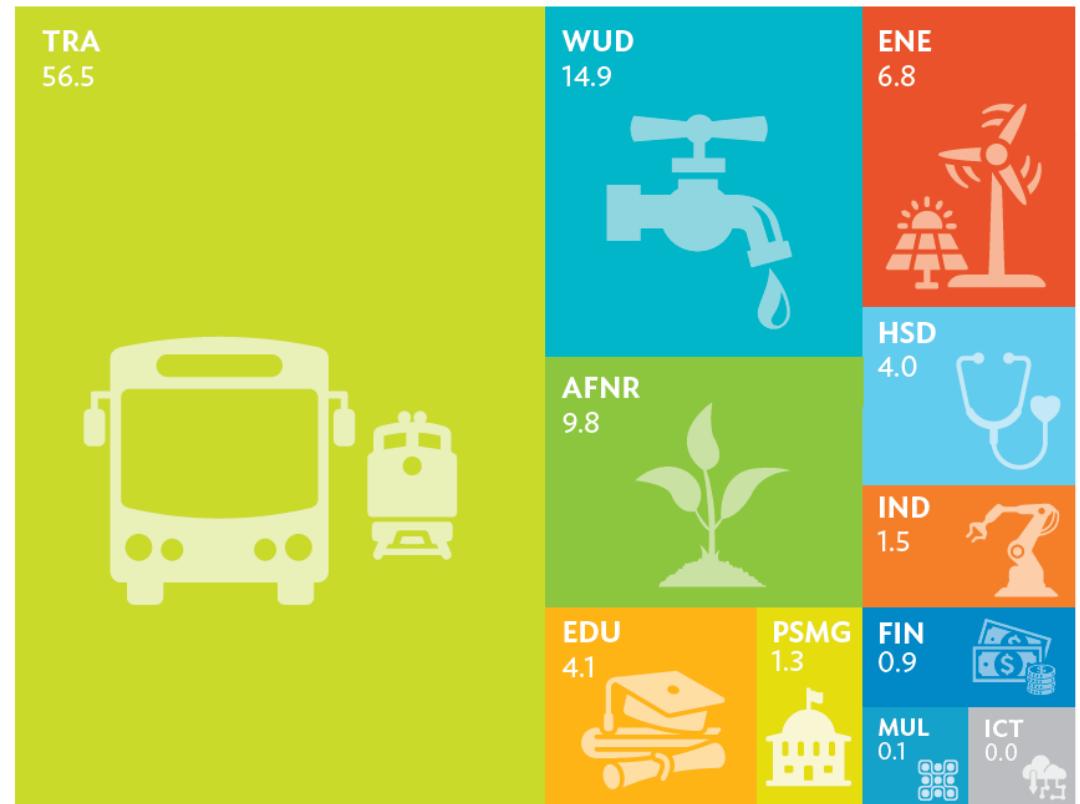
Contracts signed by **ADB**

ADB Procured Projects in 2025

Procurement by Categories (US\$ million)



Procurement by Sector (%)



AFNR = Agriculture, Food, Nature, and Rural Development; EDU = Education; ENE = Energy; FIN = Finance; HSD = Human and Social Development; IND = Industry and Trade; ICT = Information and Communication Technology; MUL = Multisector; PSMG = Public Sector Management and Governance; TRA = Transport; WUD = Water and Urban Development. > 0.0 = less than 0.05. Note: Numbers may not sum precisely due to rounding.
Source: Asian Development Bank.

Business in Greater Mekong Subregion Countries



Solving Complex Challenges Together

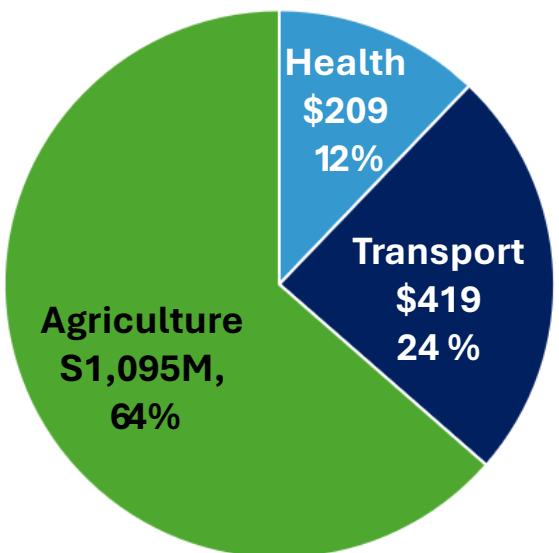


ADB Projects 2025-2027

Pipeline of sovereign lending and grant



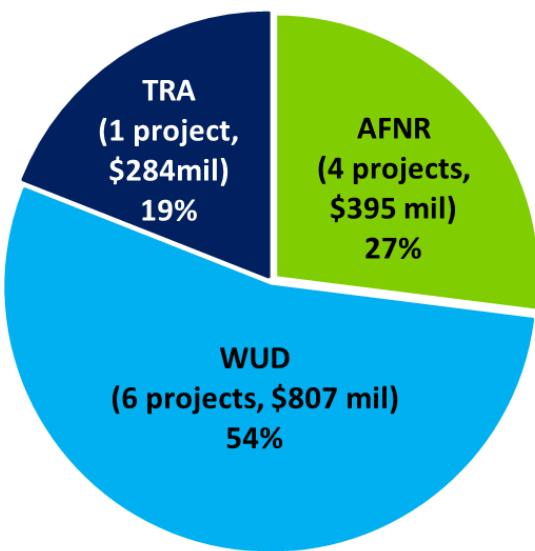
Thailand



\$ 1,723 million



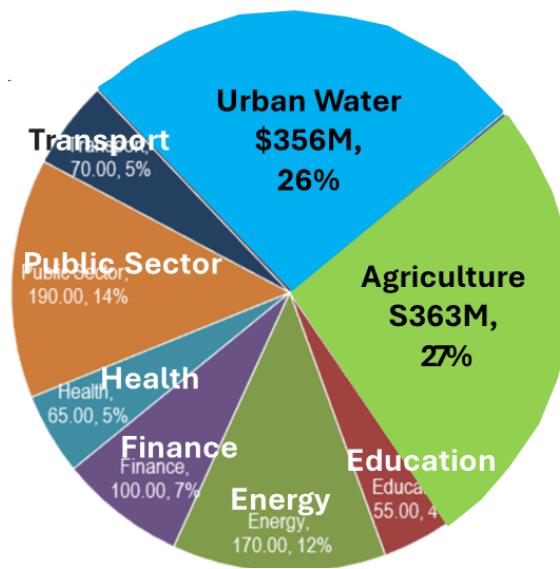
Vietnam



\$ 1,486 million



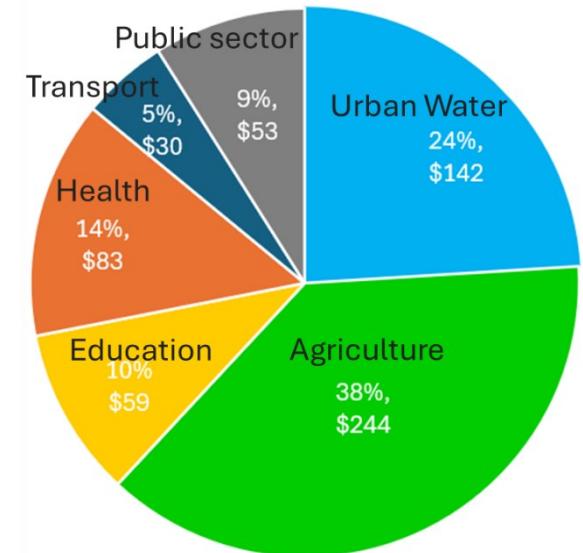
Cambodia



\$ 1,369 million



Lao PDR

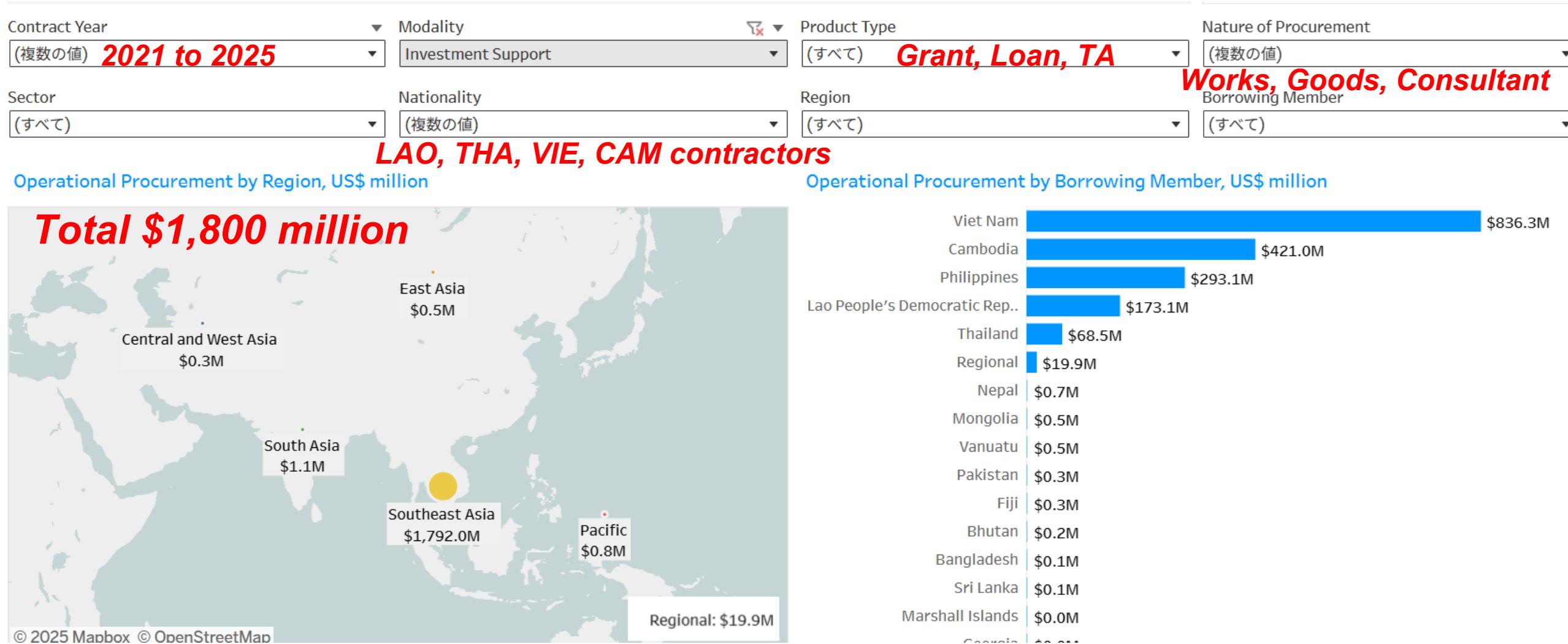


\$ 611 million

ADB Major Pipelines 2025-2027

	Sect	DMC	Project No.	Project Title	Status
 Cambodia	AFNRD	CAM	55197-001	Integrated Water Resources Management Project	Processing
	AFNRD	CAM	59010-001	Climate Resilient Smallholder Economic Development Project	Processing
	AFNRD	CAM		Proposed Agriculture Transformation and Acceleration Project (AgriTAP)	Processing
	ENE	CAM	58169-001	Grid Expansion for Energy Transition Project	Processing
	ENE	CAM	TBC	National Project on Energy Storage for Utility-Scale Solar Plants	Processing
	TRA	CAM		Climate Resilient Network Improvement Project	Processing
	WUD	CAM	58419-001	Livable, Resilient and Water Secure Cities Investment Program (LRWSCIP)	Processing
	HSD	CAM	59130-001	Greater Mekong Subregion Health Security Project (phase 2)	Processing
	HSD	CAM	59087-001	Resilient Health Infrastructure Project	Processing
 Lao PDR	ENE	LAO	51329-001	Rural Power Distribution and Efficiency Improvement Project (formerly Northern Cross-Border Power Trade and Distribution Project)	Processing
	TRA	LAO	41444-025	Sustainable Transport Network Improvement for Rural Development Project	Processing
	WUD	LAO	58060-001	Resilient and Sustainable Urban Improvement Project (formerly Urban Environment Improvement Investment Project - Phase 2)	Processing
	HSD	LAO	58008-001	Green Primary Care Project	Processing
	HSD	LAO	57206-001	Skills Enhancement for Inclusive and Green Economic Development Project	Processing
	HSD	LAO	58179-001	Building Resilience and Reducing Rural Poverty Project (Phase 2)	Processing
 Thailand	AFNRD	THA	57304	Lower East Chao Phraya Irrigation System Improvement - Climate Adaptive Strengthening Investment Program (MFF)	Processing
	TRA	THA	59139-001	Sustainable Transport Bus Electrification Project	Processing
	TRA	THA	56223-001	The Intercity Motorway No.7 (Extension to link with U-Tapao International Airport)	Implementation
	HSD	THA	56095-001	Climate-smart Health Services System Enhancement Project	Processing
 Vietnam	AFNRD	VIE	49026-005	Climate-Resilient Inclusive Infrastructure for Ethnic Minorities Project II	Processing
	AFNRD	VIE	52327-001	Climate Adaptation through Irrigation Modernization Project	Processing
	WUD	VIE	52325-001	Secondary Cities Environment Improvement Project (Binh Thuan and Dak Nong)	Processing
	WUD	VIE	56003-001	Lao Cai Sustainable Urban and Infrastructure Development Project	Processing
	WUD	VIE	56184-001	Priority Infrastructure for Climate Adaptation in Ha Tinh City	Processing

Projects by LAO, THA, VIE, CAM contractors



Projects by CAM contractors



Cambodia

Contract Year (複数の値) 2021 to 2025	Modality Investment Support	Product Type (すべて) Grant, Loan, TA	Nature of Procurement (すべて) Works, Goods, Consultant
Sector (すべて)	Nationality Cambodia	Region (すべて)	Borrowing Member (すべて)

Cambodia contractors

Operational Procurement by Region, US\$ million

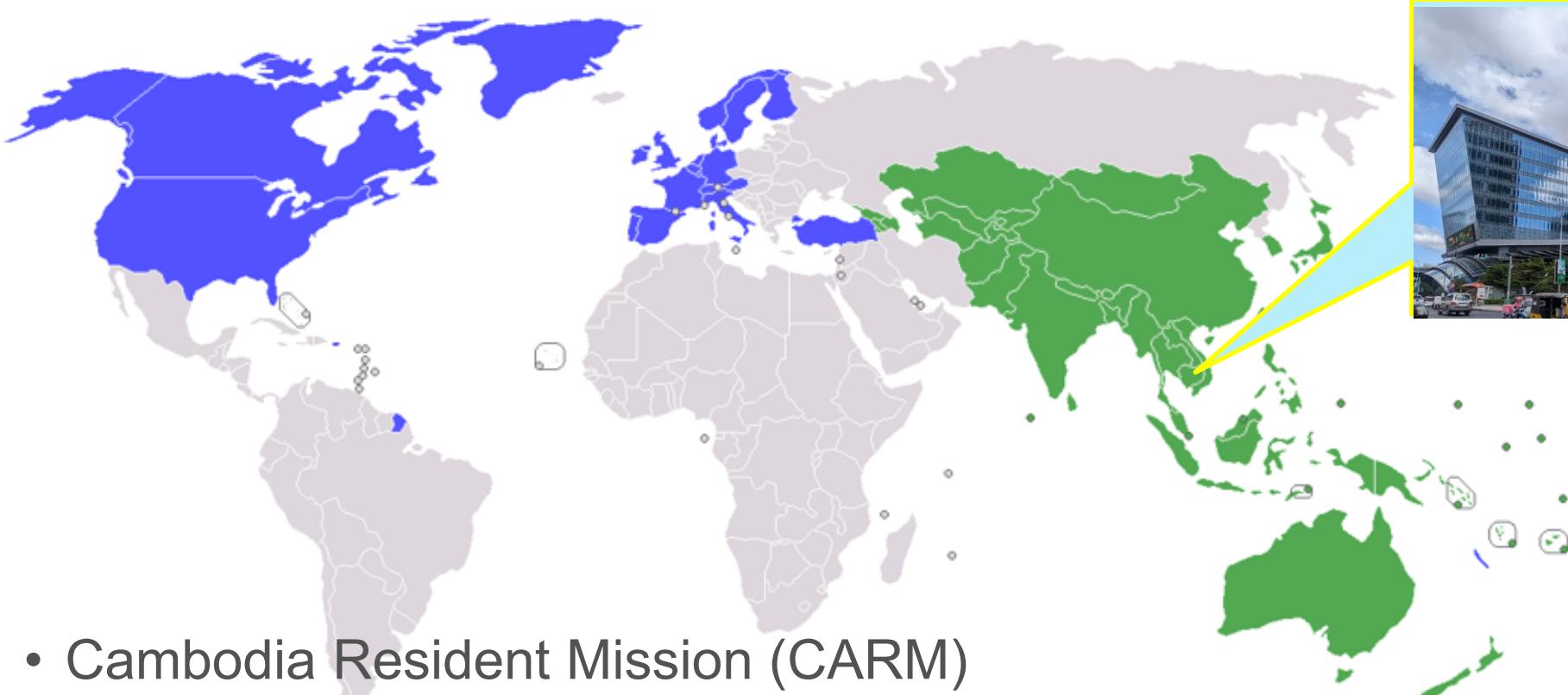
Total \$513 million



Operational Procurement by Borrowing Member, US\$ million



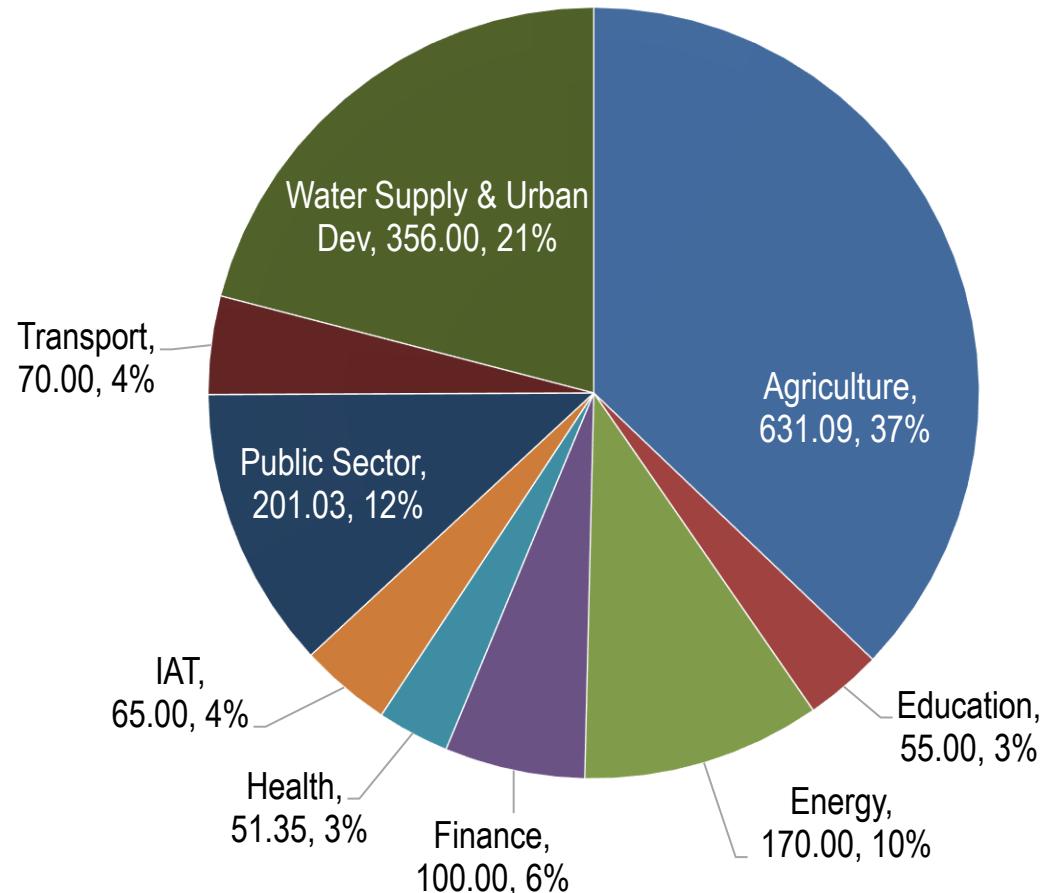
Asian Development Bank (ADB)



- Cambodia Resident Mission (CARM)
- December 1996
- Current Portfolio
 - 27 active projects, 60 loans and grants,
 - \$2,481 million

Pipeline Sovereign Portfolio in Cambodia by Sectors, 2024-2027

ADB Sovereign Portfolio by Sectors in Cambodia, 2024-2027
(\$ million)



No.	Sectors	Amounts	%
1	Agriculture	631.09	37.1%
2	Education	55.00	3.2%
3	Energy	170.00	10.0%
4	Finance	100.00	5.9%
5	Health	51.35	3.0%
6	IAT	65.00	3.8%
7	Public Sector	201.03	11.8%
8	Transport	70.00	4.1%
9	Water Supply & Urban Dev	356.00	20.9%
Total 2024-2027		1,699.47	100.0%

2024 Approved Sovereign Portfolio in Cambodia

No	Official Title	Status	Budget (USD)
1	Rural Water Supply, Sanitation, and Hygiene Improvement Sector Development Project (Loan)	30-Aug-24	50,000,000
2	Rural Water Supply, Sanitation, and Hygiene Improvement Sector Development Project (Loan)	30-Aug-24	40,000,000
3	Rural Water Supply, Sanitation, and Hygiene Improvement Sector Development Project (Grant)	30-Aug-24	3,000,000
4	Mainstreaming Climate Resilience and Inclusiveness in Water Supply, Sanitation, and Hygiene Services Delivery (TA)	30-Aug-24	600,000
5	Supporting the Adoption of Digital Technologies and Fostering Information in Micro, Small and Medium Sized Enterprises in Priority Sectors (TA)	28-Oct-24	1,350,000
6	Secondary Education for Human Capital Competitiveness Program (Loan)	30-Oct-24	80,000,000
7	Strengthening Country Systems for Preventing and Response to Women-Based Violence in Cambodia (Grant)	30-Oct-24	10,000,000
8	Capacity Development for Climate Mitigative Water Management Technology (TA)	4-Nov-24	1,500,000
9	Supporting Regulatory Impact Assessment in Cambodia (TA)	18-Nov-24	230,000
10	Trade and Competitiveness Program (Subprogram 2) (Loan)	25-Nov-24	50,000,000
11	Supporting the Implementation of Cambodia Digital Government Program at Subnational Administration (TA)	25-Nov-24	800,000
12	Integrated Water Resources Management Project (Loan)	2-Dec-24	83,690,000
13	Integrated Water Resources Management Project (Grant)	2-Dec-24	4,300,000
14	Irrigated Agriculture Improvement Project - Additional Financing (Loan)	2-Dec-24	85,000,000
Newly Approved in 2024			410,470,000

2025 Pipeline Sovereign Portfolio in Cambodia

No.	Official Title	Status	Budget (USD)
1	Cambodia Rapid Immunization Support Project	Approved	35,000,000 40,000,000
2	Climate Resilient and Water Security Cities Investment Program (Tranche 1)	Approved	206,000,000 303,000,000
3	Energy Transition Sector Development Program (Subprogram 2)	Approved	70,000,000 82,500,000
4	Greater Mekong Subregion Health Security Project (Phase 2)	2025 Pipeline	30,000,000
5	Grid Expansion for the Energy Transition	Approved	50,000,000 66,700,000
6	Inclusive Sustainable Finance Development Program (Subprogram 1)	Approved	50,000,000
7	Strengthening Governance for Service Delivery Program (Subprogram 1)	Approved	40,000,000 50,000,000
	Pipeline 2025		481,000,000 592,200,000

2026 Pipeline Sovereign Portfolio in Cambodia

No.	Official Title	Status	Budget (USD)
1	Agricultural Transformation Acceleration Project	2026 Pipeline	100,000,000
2	Climate Resilient Road Network Improvement Project	2026 Pipeline	70,000,000
3	Skills for Future Economy Sector Development Program (Subprogram 2)	2026 Pipeline	55,000,000
4	Supporting Project Development Facility	2026 Pipeline	10,000,000
5	Trade and Competitiveness Program (Subprogram 3)	2026 Pipeline	100,000,000
5	Pipeline 2026		335,000,000

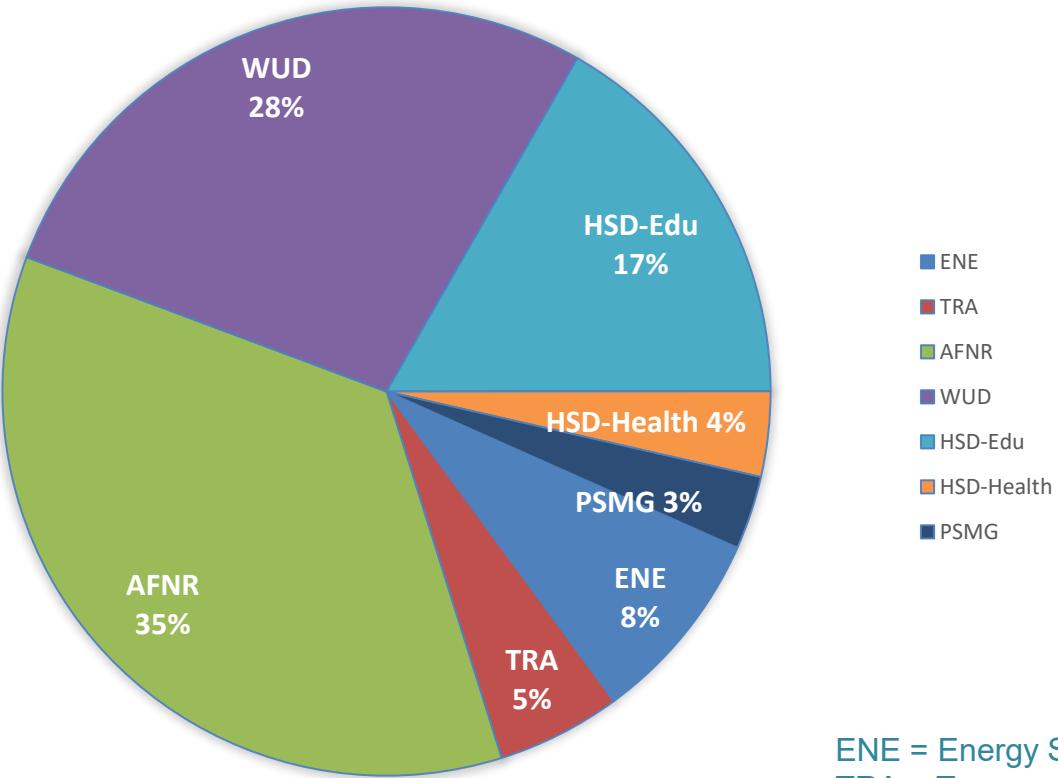
2027 Pipeline Sovereign Portfolio in Cambodia

No.	Official Title	Status	Budget (USD)
1	Climate Resilient and Water Security Cities Investment Program (Tranche 2)	2027 Pipeline	150,000,000
2	Energy Transition Sector Development Program (Subprogram 3)	2027 Pipeline	50,000,000
3	Flood and Drought Risk Management in Economic Pole 4	2027 Pipeline	263,000,000
4	Inclusive Sustainable Finance Development Program (Subprogram 2)	2027 Pipeline	50,000,000
5	Strengthening Governance for Service Delivery Program (Subprogram 2)	2027 Pipeline	40,000,000
5	Pipeline 2027		553,000,000

Active Sovereign Sector Allocation 30 Nov 2025

SECTORAL BREAKDOWN OF SOVEREIGN PORTFOLIO

NOVEMBER 2025



ENE = Energy Sector

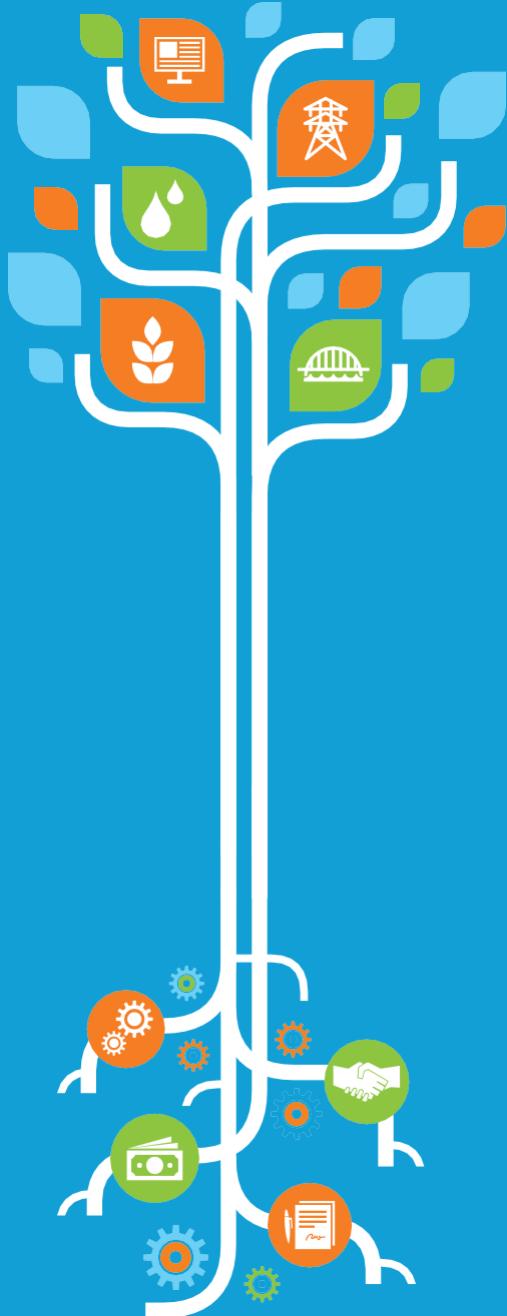
TRA = Transport Sector

AFNR = Agriculture, natural resources and rural development

WUD = Water and other urban infrastructure and service

HSD = Human and Social Development

PSMG = Public sector management program



ADB Business Opportunity

BUSINESS
OPPORTUNITIES

Why pursue ADB Contracts?

- ✓ Funds are readily available
- ✓ Internationally accepted procurement and financial management procedures
- ✓ Fair and equal treatment of bidders
- ✓ no currency exchange risk
- ✓ ADB provides project oversight safeguards and transparency.

Where to find Opportunities and documents?

- ✓ ADB website, at <https://www.adb.org>
 - Business Opportunities
 - Strategic Procurement Plan
 - ADB Procurement Policy and Procurement Regulations
- ✓ Advertisements in international/national media
- ✓ On project websites

ADB financed Projects in Cambodia

Opportunities for Procurement of Goods, Works, Consulting and Non-Consulting Services

ADB and Cambodia

[Cambodia: Projects and Results | Asian Development Bank](#)

ADB Business Center

[Working with ADB | Asian Development Bank](#)

Project and Tenders

[Tenders | Asian Development Bank](#)

How to go about?

✓ Depends on type of contract:

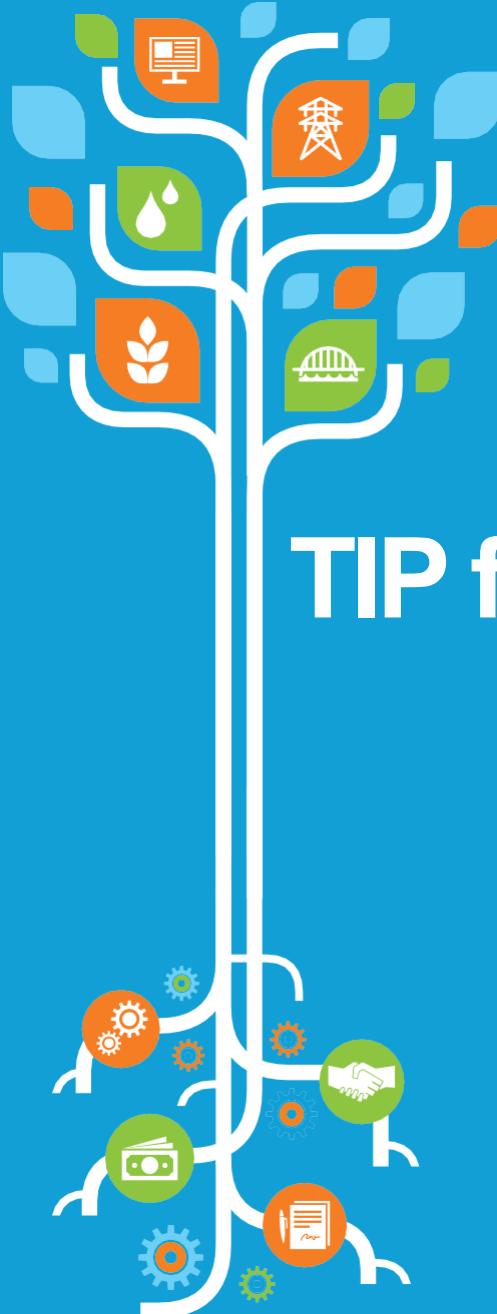
- Works
- Goods
- Non-consulting Services
- Consulting Services

Goods and Works

- ✓ Check eligibility.
- ✓ Obtain bidding document,
- ✓ Review bidding document,
- ✓ Seek clarification to procuring entity if any
- ✓ Attend pre-bid meeting
- ✓ Prepare bid
- ✓ Attend bid opening.
- ✓ Get evaluated.
- ✓ If awarded, sign contract

Consulting Services

- ✓ Register to be a member of Consulting Management System (CMS)
- ✓ Update profile in CMS
- ✓ Review notification alert
- ✓ Submit expression of interest (EOI)
- ✓ Respond to Request for Proposals (RFP)
- ✓ Submit RFP to procuring entity (Before the deadline)
- ✓ Attend opening of firm's proposal
- ✓ Get evaluated
- ✓ If awarded, sign contract



TIP for preparation of responsive bid and Implementing the Contract

**BUSINESS
OPPORTUNITIES**

Pre-preparation of bid proposals

✓ Understanding the bid landscape

➤ Being attuned to these trends is critical in helping the organization shape competitive proposals.

✓ Key Players in the Bidding Process

➤ The bidding process is all about teamwork — between number of key players. Clients, who are usually employees of public or private entities, define the needs and judge the responses.

✓ Understanding Request for Proposals

➤ Request for Proposal, is the first step in the procurement process. It is the means by which an agency can expressly solicit input to compete on projects with well-defined scopes of work

✓ Executive summary excellence

➤ Need a more in-depth look at how to create a winning bid. Providing value includes client-focused messaging and alignment with client goals.

Pre-preparation of bid proposals

- ✓ Carefully review qualification and evaluation criteria
 - Failure to satisfy qualification criteria results in high bid rejection rate.
- ✓ No conditionalities
 - Do not add any conditions. Conditionality or qualifications will lead to rejection.
- ✓ Get official clarification
 - If any provisions of the bidding document are unclear or unacceptable, submit an official inquiry in writing to the EA before the bid closing date or such date as may be specified.
- ✓ Visit the project site
 - Own responsibility and risk
 - Own expense
 - Obtain all information that maybe necessary for preparing the bid.

Bid Preparation

- ✓ Amount, validity and text of bid security or text of bid securing declaration
- ✓ Signatures and power of attorney
- ✓ Letter of intent to form Joint Venture
- ✓ Discounts in covering letter or appropriate place as specified in the bidding document
- ✓ Marking of envelopes as appropriate
- ✓ Read and sign on the Statement on Ethical Conduct and Fraud and Corruption

Bid opening and Process

✓ Be on time

➤ Submit bid within the stipulated deadline. Late bids will not be accepted.

✓ During bid opening ensure

➤ All relevant prices are read out

➤ All discounts are read out

➤ Presence and amount of bid security is read out

➤ No envelope remains unopened

➤ All the above is recorded correctly

➤ The record is signed by all bidders who present

✓ *Be aware of possible extension*

➤ There may be a request to extend the bid validity and bid security periods by several months, as in certain cases the evaluation of bids requires more time than originally expected.

Non responsive bid

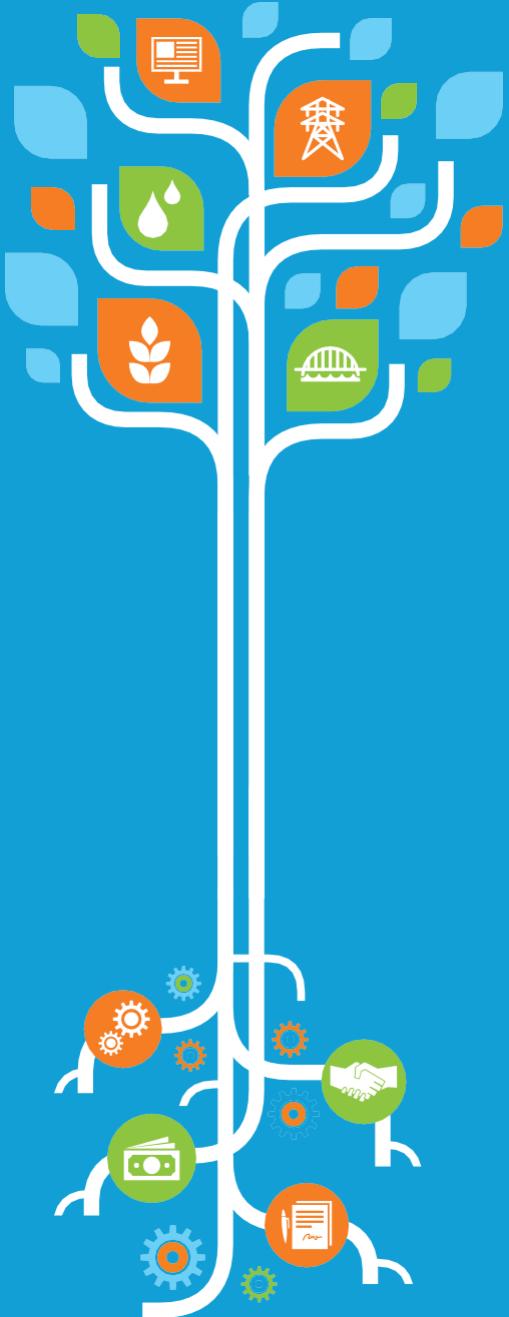
- ✓ No bid security or bid securing declaration
- ✓ Insufficient amount of bid security
- ✓ Lack of supporting documents
- ✓ Lack of experiences
- ✓ Incomplete bids
- ✓ Expiration and extension of bid validity
- ✓ Absence of any required documents
- ✓ Bids not signed
- ✓ Conflict of interest
- ✓ JV partner as bidder in another bid
- ✓ JV with sanction firm

Post contract award

- ✓ Check the bid result on the project website or maybe from the notice of intention for award of contract
- ✓ The bidders have the right to request a debriefing from the project, however no debriefing will be delivered until after the contract has been signed.
- ✓ The bidders have the right to complaint and appeal as specified in the bidding document

Contract Management

- ✓ Follow the approved program or inception reports
- ✓ Follow Contract Management Plan
- ✓ Discuss with employer if the program of works or goods may be changed because of any unforeseen reason
- ✓ Follow specification, drawing, design, as specified in the contract document
- ✓ Follow all instruction from project manager



Thank You !

BUSINESS
OPPORTUNITIES