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ADB Procurement Process & Regional ADB Portfolio

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26 February 2026

ADB

**Solving Complex
Challenges Together**

Outline



- Overall portfolio of ADB
- ADB Procurement Framework
- 2026 Procurement Reform
- Where to find the business opportunities
- ADB business in the Southeast Asia

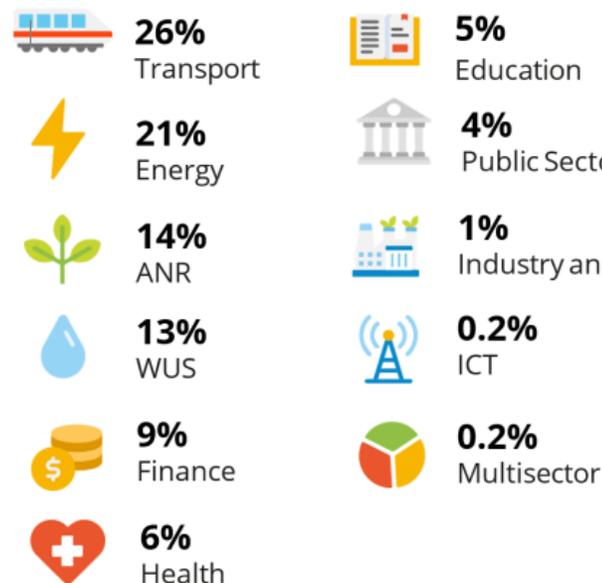
ADB Overall Portfolio

2024 Overall Portfolio

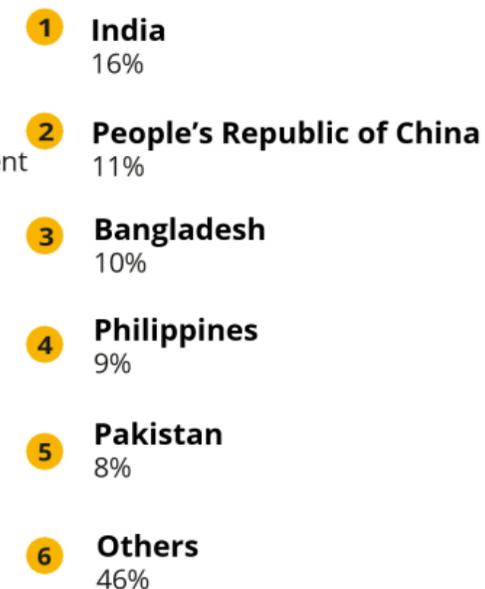
SOVEREIGN AND NONSOVEREIGN OPERATIONS (\$ BILLION)



BY SECTOR



BY DEVELOPING MEMBER COUNTRY



() = negative; ANR = agriculture, natural resources, and rural development; ICT = information and communication technology; WUS = water and other urban infrastructure and services.

Notes:

- Figures may not sum precisely because of rounding.
- Nonsovereign closures include prepayments, repayment, valuations, disposal of equity investments, and expired guarantees.

^a Based on the 31 December 2024 revalued amount and includes fully administered cofinancing.

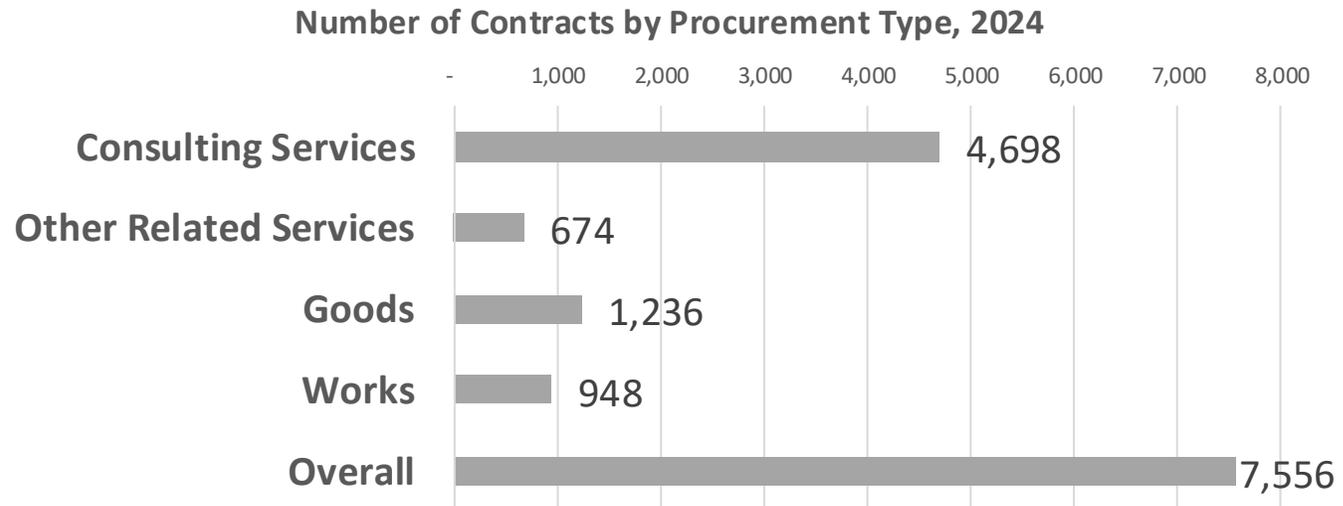
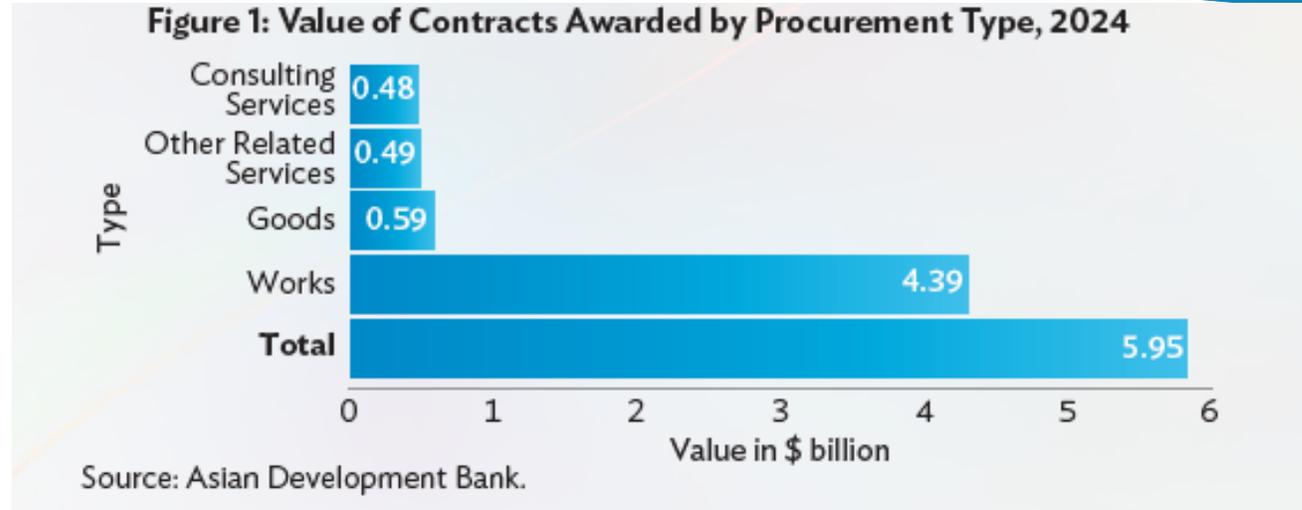
Source: Asian Development Bank.

[2024 Annual Portfolio Performance Report](#)

ADB Overall Portfolio

Procurement value and contract in 2024

Sovereign Operations and Technical Assistance projects



Procurement Framework



ADB Core Procurement Principles



Economy



Efficiency



Fairness



Transparency



Quality



Value for money

Procurement Framework with 2026 reform

ADB
Charter

Article 14 of the Agreement Establishing ADB

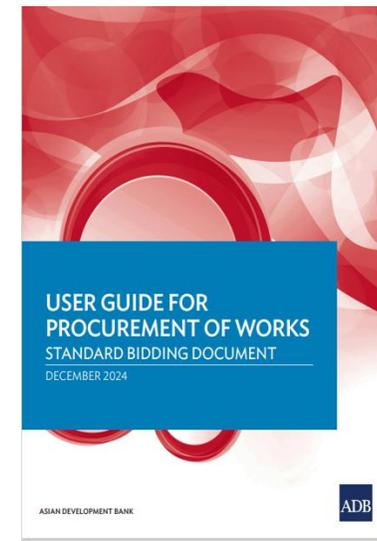
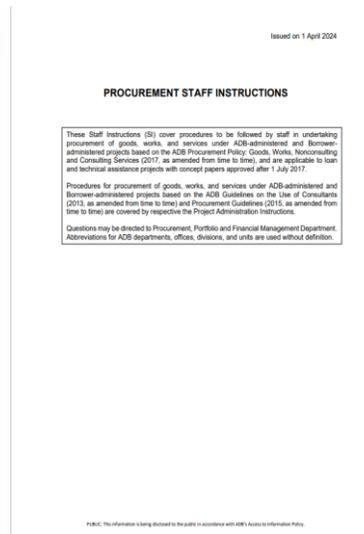
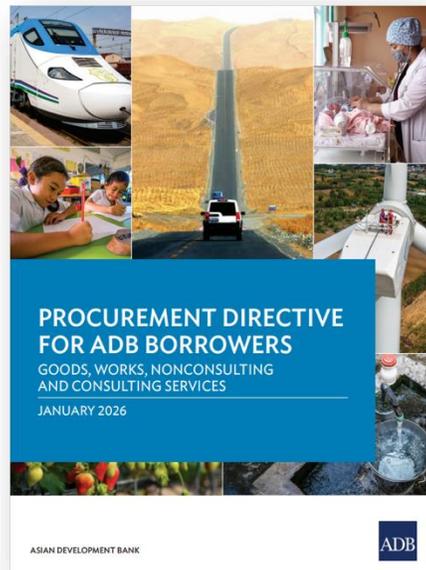
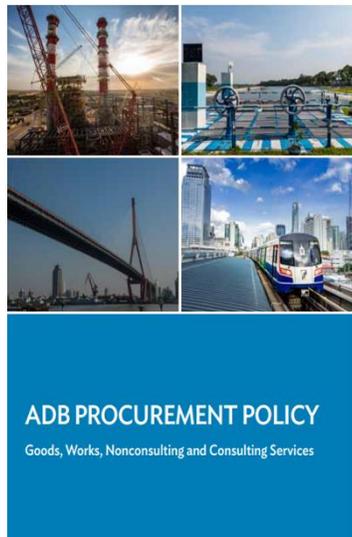
ADB
Procurement
Policy

Procurement
Directive
for ADB Borrowers
1 Jan 2026

Staff Instructions
(for ADB)
Technical Instructions
(for Borrower)

Guidance Notes

Standard Bidding
Documents



Key Procurement Roles

- Responsible for project implementation.
- Accountable for carrying out all procurement activities per ADB rules.
- Contracting with all contractors, suppliers & consultants.

Borrower



- Assist borrowers in designing projects.
- Ensuring funds are used for the purpose intended through monitoring and oversight activities
- Provide implementation support, where needed.

ADB



- Express interest in working with borrowers.
- Comply with requirements in bidding documents and contracts with Borrowers.
- Deliver the infrastructure that changes lives across the region

Providers of Goods, Works & Services



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

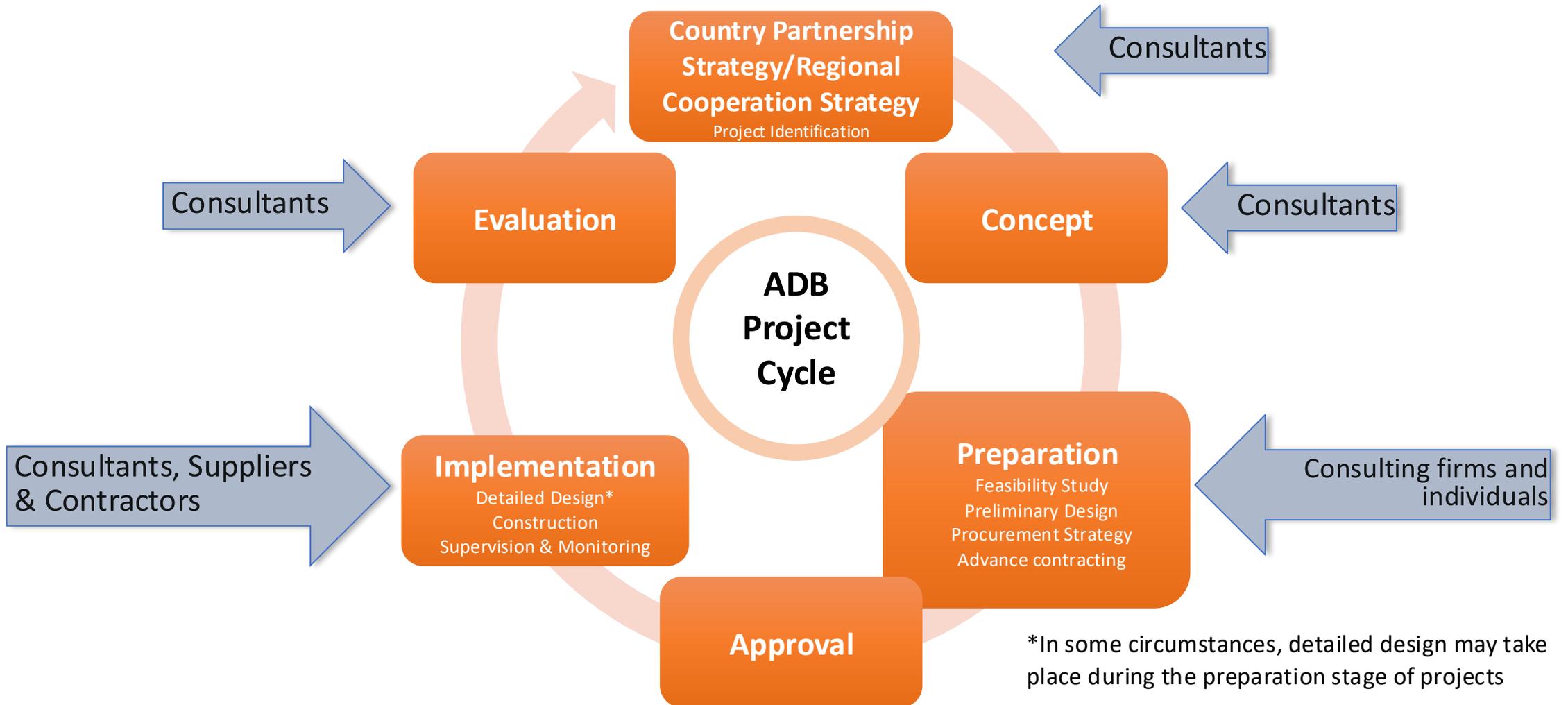
Provided to governments, but contracts managed by ADB

Mostly procurement of Consulting Services

ADB undertakes procurement

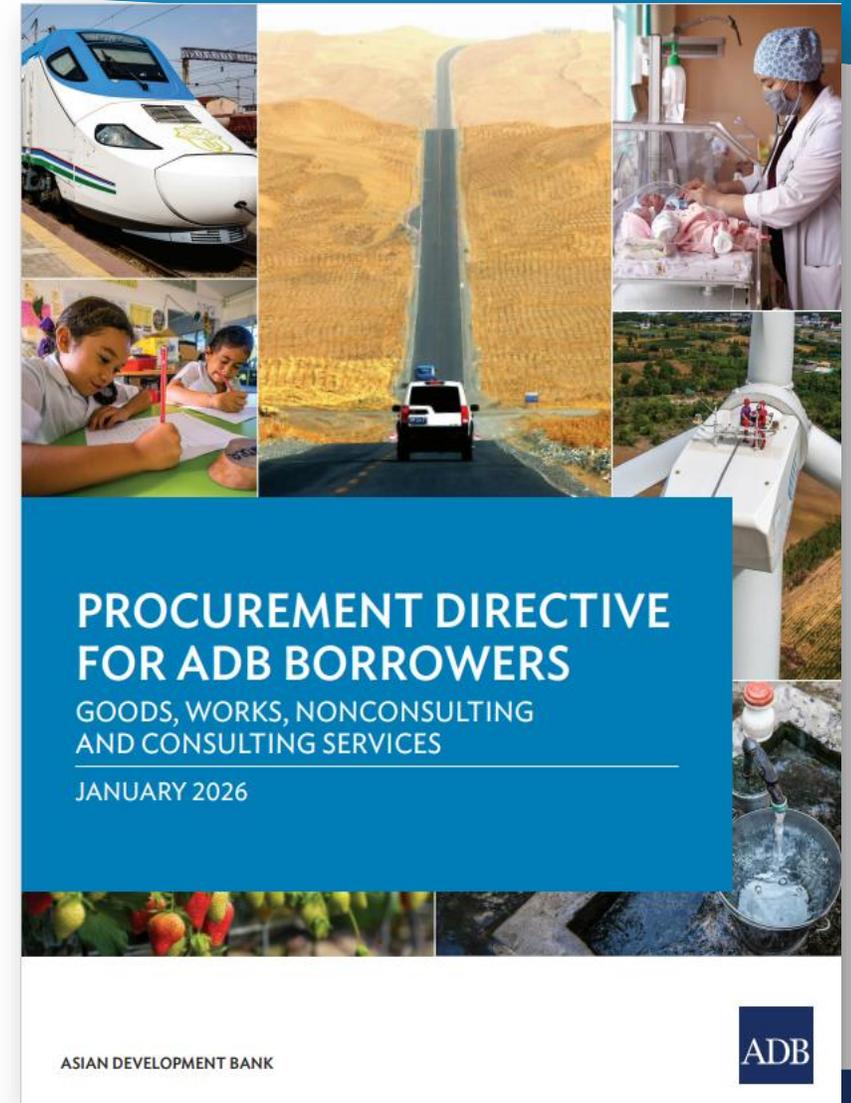
Contracts signed by ADB

When is the Private Sector engaged?



ADB's 2026 Procurement Reform

Improving Quality and Enhancing Value for Money Outcomes



Objectives of the 2026 reform



Promote Innovation and Enhance Supplier Base

- Early market engagement, collaborative forms of contracting.

Improve Quality and Value for Money

- Merit point criteria on internationally advertised goods¹, works and nonconsulting services contracts.

Reward Sustainable Procurement

- Focus on environmental, social, economic & institutional considerations.

Foster Economic Growth and Local Development

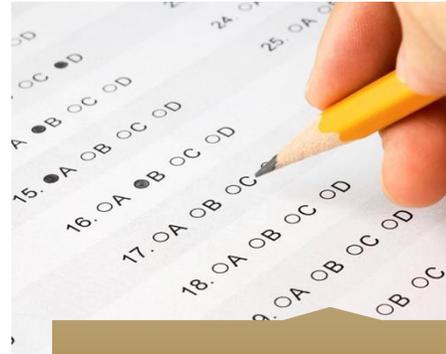
- Local labor requirement on internationally advertised works contracts.

¹. Some limited exceptions apply

What's Changing?



Early market engagement



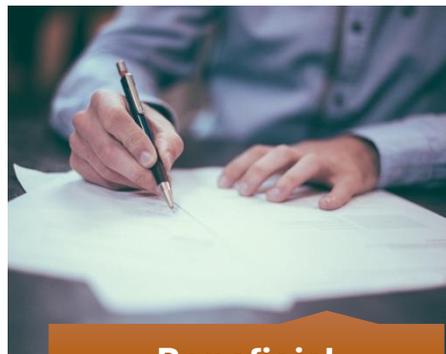
Merit point criteria



Local participation



Contract management



Beneficial ownership



Sustainable procurement



Collaborative contracting



Prequalification

Early Market Engagement



Required for internationally advertised contracts to advance market readiness, competition and transparency



Engaging with the market before bidding

- Refines technical specifications, budgets, and timelines, ensuring project expectations align with what the market can deliver.
- Alerts potential bidders, leading to more competitive and inclusive procurement.
- Allows suppliers to share emerging technologies and practices that improve sustainability and enhance development outcomes.

Types of Early Market Engagement



Market Dialogues

- Market sounding sessions
- Feedback on specifications
- Workshops and roundtables



Information Tools

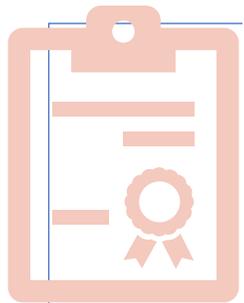
- Advance contracting notices
- Request for information
- Q&A portal



Collaborative Platforms

- Project roadshows
- Webinars and virtual briefings
- Innovation calls and challenge

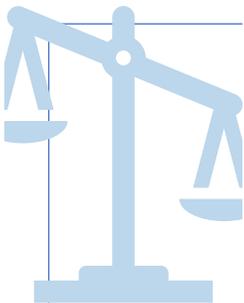
What is Merit Point Criteria Evaluation?



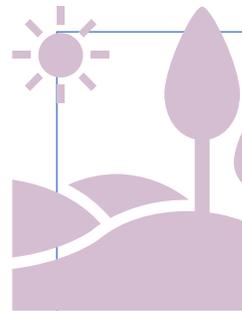
Evaluation method emphasizing technical quality through a weighted scoring system.



Borrower scores key technical areas most critical for delivering quality infrastructure.



Weighting between technical and financial factors is determined by the borrower (e.g., 50:50, 60:40).

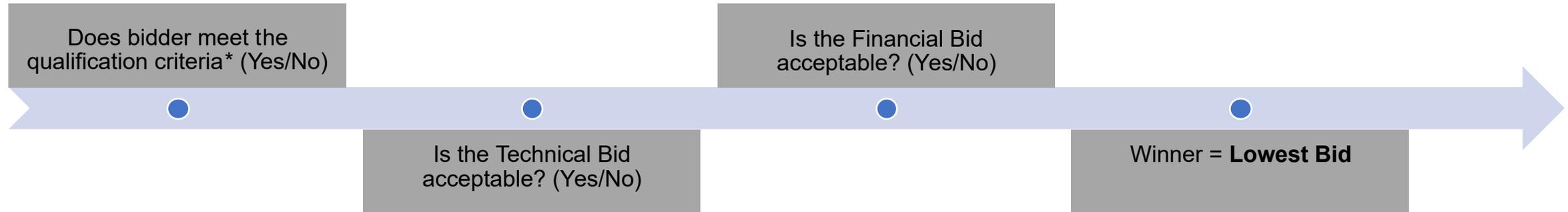


Enables consideration of other objectives (job creation, sustainability, innovation, health and safety, and environmental performance).

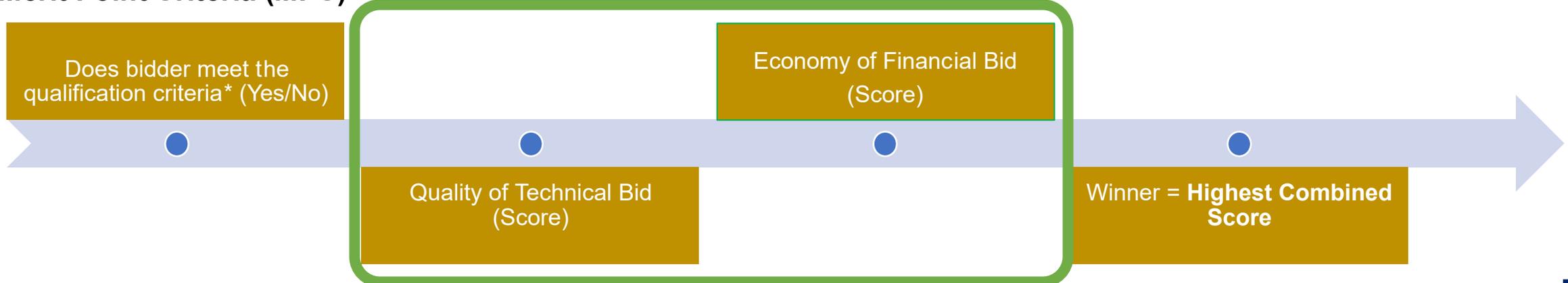
ADB's Evaluation Methods



Lowest Evaluated Substantially Responsive Bid (LESRB)



Merit Point Criteria (MPC)



**Includes eligibility, historical contract nonperformance, financial situation, bidder's experience, organizational environmental, health and safety system and subcontractors.*

Where will MPC be used?



Required for internationally advertised goods*, works and nonconsulting services to advance quality, sustainability and value for money



**Excludes pharmaceuticals, vaccines, commodities, and low-value off-the-shelf goods.*

- Focuses on value for money and fit for purpose procurement by evaluating bids on technical merit as well as cost.
- Rewards quality and innovation, encouraging stronger, more competitive bids.
- Establishes well-defined and consistent quality standards that level the playing field.

How are the parameters assessed?



MPC will be utilized on internationally advertised contracts

How is the advertising method determined?

International Advertising

- Used when participation by foreign firms will increase competition and help achieve VfM.

National advertising,

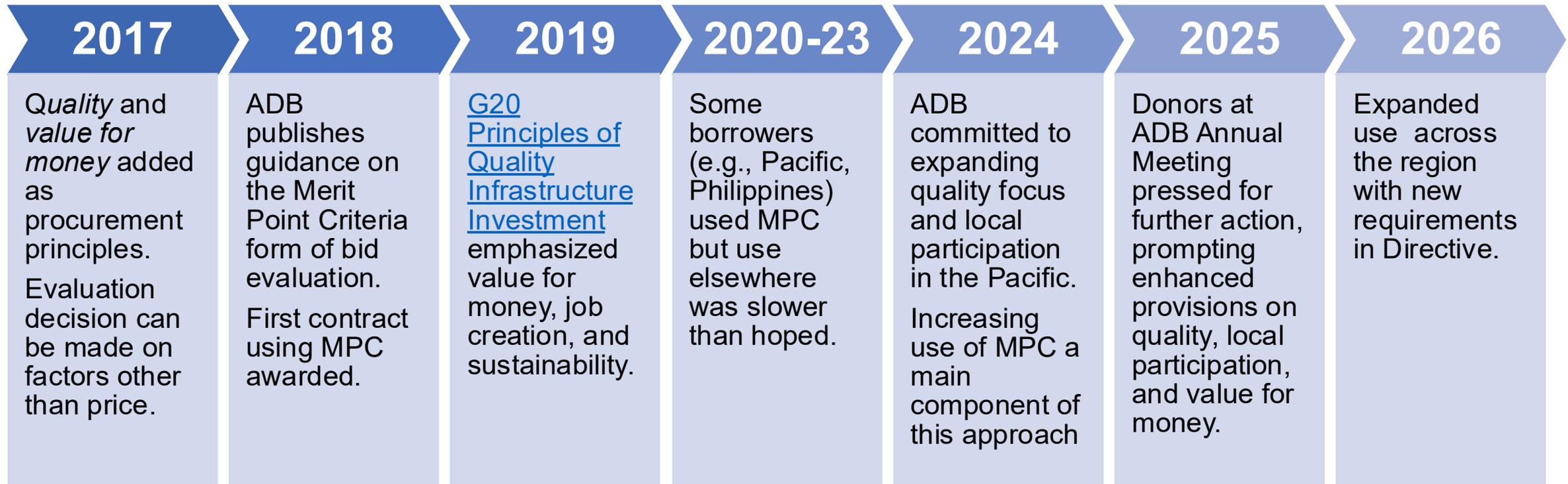
- May be used if procurement is unlikely to attract international competition.
- Decision informed by supply market, procurement risk, contract complexity & value.
- Subject to ADB approval.

For contracts with substantial/high procurement risk, minimum technical weighting is 50%

How is Procurement risk determined?

- **Procurement risk** is based on procurement capacity, market conditions, contract complexity, contract size and implementation environment.
- Borrower presents the assessed procurement risk in the **strategic procurement planning report** for ADB endorsement.

Evolution of the use of MPC on ADB contracts



Local Participation



Required for internationally advertised works contracts to advance job creation, skills development and economic growth

Investing in local labor



- Strengthens community ownership and support, empowering people to lead and sustain development efforts beyond the project.
- Reduces poverty and improves local livelihoods by fostering inclusive, resilient, and sustainable economic opportunities.
- Builds local capacity and partnerships by developing community skills and promoting inclusive collaboration.

How to incorporate Local Participation requirements



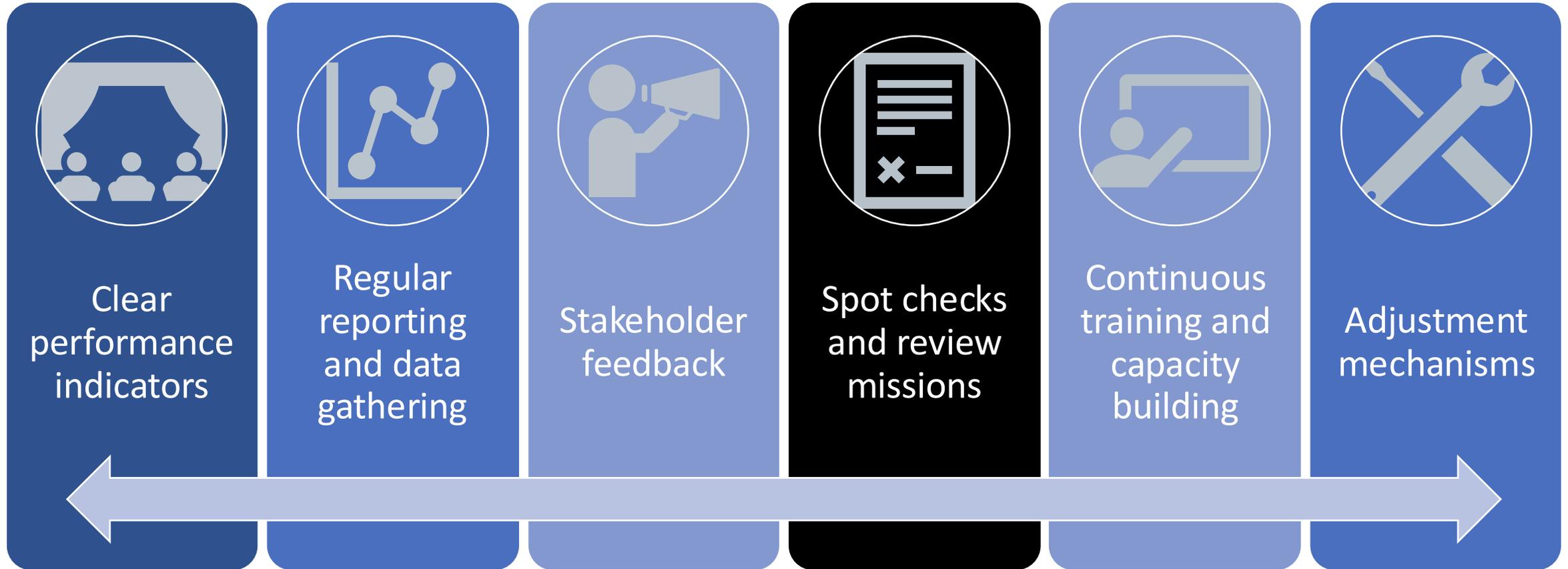
Qualification Criteria

- Half of the workforce shall be local labor.
- Lower threshold permitted in certain situations, if justified in SPP.
- Calculation by person-days of inputs under the contract.

Evaluation Criteria

- Borrowers may give MPC scoring benefits to contractors exceeding the minimum local participation requirement.
- MPC can also support other local participation objectives.

Monitoring and Evaluation Program



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

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- Private Sector Partners
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LEARN MORE

Projects & Tenders

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Projects & Tenders

Projects Documents Tenders

Filter results CLEAR ALL

Country/Economy >

Sectors (1) [CLEAR]

- Agriculture, natural resources and rural development
- Education
- Energy
- Finance
- Health
- Industry and trade
- Information and communication

Theme >

Type (1) [CLEAR]

- Nonsovereign
- Sovereign

Fund >

Status >

Project data sheets for loans, grants, TAs

Search projects

Results 1-20 of 981 RSS Sort by ▾

Agriculture, natu... X Sovereign X

Project Name	Status	Approval Year
Resilient Amu Darya River Basin Sector Development Program 58028-001; Uzbekistan; Agriculture, natural resources and rural development	Proposed	2025
GMS Cross-Border Livestock Health and Value Chains Improvement Project 53240-001; Myanmar; Agriculture, natural resources and rural development	Proposed	2025
Climate Adaptation through Irrigation Modernization Project 52327-001; Viet Nam; Agriculture, natural resources and rural development	Proposed	2025
Digital Agriculture Management for Improved Food Security Project 57307-001; Tajikistan; Agriculture, natural resources and rural development	Proposed	2025
Naulong Integrated Water Resources Development Project 51131-001; Pakistan; Agriculture, natural resources and rural development	Proposed	2025
Sindh Coastal Resilience Sector Project 54097-001; Pakistan; Agriculture, natural resources and rural development	Proposed	2025

Projects & Tenders

Projects Documents Tenders

Filter results CLEAR ALL

Country/Economy >

Sectors (1) [CLEAR]

- Agriculture, natural resources and rural development
- Education
- Energy
- Finance
- Health
- Industry and trade
- Information and communication

Type (1) [CLEAR]

- Advance Notice
- Contracts Awarded
- Firm - Consulting
- Individual - Consulting
- Invitation for Bids
- Invitation for prequalification
- Other Notice
- Request for Information

Group

- Consulting Services
- Goods, Works, and Nonconsulting

Status >

Year >

Apply

Procurement of goods, works, and consulting services

Search tenders

Results 1-20 of 42 RSS Sort by ▾

Agriculture, natu... X Advance Notice X

Project Name	Status	Deadline
56218-NEP: Irrigation Modernization Enhancement Project 56218-001; Nepal; Agriculture, natural resources and rural development; Posting date: 18 Jun 2024	Active	Not available
54111-TAJ: Resilient Livelihoods and Empowerment of Rural Women Project 54111-008; Tajikistan; Agriculture, natural resources and rural development; Posting date: 08 May 2024	Active	Not available
57213-IND: Sustainable, Inclusive, and Climate Resilient Tourism Development at Tehri Lake Area 57213-001; India; Agriculture, natural resources and rural development; Posting date: 08 Mar 2024	Active	Not available
55252-IND: Maharashtra Sustainable Climate Resilient Coastal Protection and Management Project 55252-001; India; Agriculture, natural resources and rural development; Posting date: 17 Jan 2024	Active	Not available
53110-UZB: Horticulture Intensification and Productivity Enhancement Project 53110-003; Uzbekistan; Agriculture, natural resources and rural development; Posting date: 07 Dec 2023	Active	Not available
55220-CAM: Rural Water Supply, Sanitation, and Hygiene Improvement Sector Development Program 55220-001; Cambodia; Agriculture, natural resources and rural development; Posting date: 27 Nov 2023	Active	Not available



Solving Complex
Challenges Together

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Working with ADB

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

www.adb.org/business



Business Opportunities in Southeast Asia

Developing Member Countries in the region

Cambodia, Indonesia, Lao People's Democratic Republic, Myanmar*, Philippines, Thailand, Timor-Leste, Viet Nam

*ADB placed on hold its assistance in Myanmar effective 1 February 2021

TOP FIVE SECTORS FOR ADB COMMITMENTS IN SOUTHEAST ASIA IN 2024

23%
Finance

21%
Transport

16%
Energy

14%
Public Sector
Management

12%
Agriculture,
Natural Resources, and
Rural Development

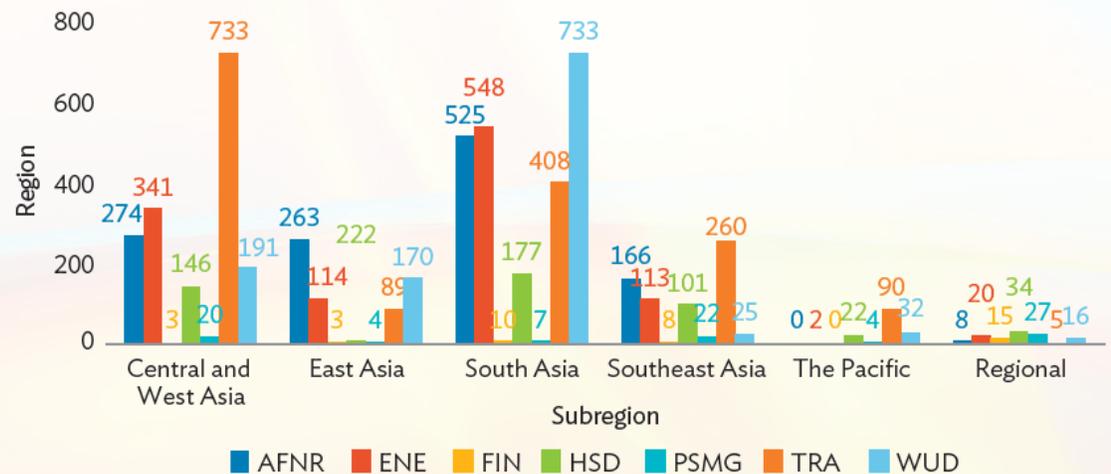
FINANCING SUPPORT IN 2024

\$6.2 billion
COMMITTED

\$4.9 billion
DISBURSED

\$6.6 billion
COFINANCED

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.

Business Opportunities in Southeast Asia

Ongoing Projects

Country	Project Name	Sector	Est. Amount (\$ million)*
Cambodia	Energy Transition Sector Development Program (Subprogram 2)	Energy	83*
	Grid Expansion Project	Energy	53
	Inclusive and Sustainable Finance Development Program, SP 1	Finance	100*
	Livable, Resilient and Water Secure Cities Investment Program (Tranche 1)	Water and Other Urban Infrastructure and Services	298*
	Strengthening Governance for Improved Service Delivery Program (Subprogram 1)	Public Sector Management	50
Indonesia	Accelerating Indonesia's Clean Energy Transition Program (Phase 1)	Energy	1,205*
	Boosting Productivity through Human Capital Development Program, Subprogram 3	Public Sector Management	504
	Competitiveness, Industrial Modernization, and Trade Acceleration Program, Subprogram 3	Public Sector Management	1,270*
	Domestic Resource Mobilization Reform Program, Subprogram 1	Public Sector Management	495
	Geothermal Power Generation Project (Second Additional Financing)	Energy	180
	Trans South-South Java Road Project	Transport	283
Laos	Green Primary Care Project	Health	40
	Responsible Forestry Project Phase I	Agriculture, Natural Resources and Rural Development	10
	Skills Enhancement for Inclusive and Green Economic Development Project	Education	36*
	Sustainable Agrifood Systems Sector Project	Agriculture, Natural Resources and Rural Development	63*

Business Opportunities in Southeast Asia

Ongoing Projects

Country	Project Name	Sector	Est. Amount (\$ million)
Philippines	Business and Employment Recovery Program, Subprogram 2	Education	500
	Business Environment Strengthening with Technology Program (Subprogram 1)	Public Sector Management	400
	Climate Change Action Program Subprogram 2 - Additional Financing	Energy	232*
	Insurance Reform Program, Subprogram 1	Finance	382
	Malolos-Clark Railway Project, Tranche 2	Transport	1,450
	Marine Ecosystems for Blue Economy Development Program, Subprogram 1	Agriculture, Natural Resources and Rural Development	956*
	Reducing Food Insecurity and Undernutrition with Electronic Vouchers Project	Health	770*
	Second Disaster Resilience Improvement Program	Public Sector Management	500
Thailand	Climate-Resilient Connectivity for the Eastern Economic Corridor Project: The Intercity Motorcity Motorway No. 7 (Extension to Link with U-Tapao International Airport)	Transport	69
Timor Leste	Climate Resilient Connectivity Enhancement Project	Transport	4
	National Road Networks Upgrading Project (Road Section from Lospalos to Iliomar and Bridges between Baucau to Lautem)	Transport	78*
	Workforce and Skills Development Project Grant - formerly Skills and Knowledge for Inclusive Life-long Learning (SKILL)	Education	3*
Vietnam	Climate Resilient Inclusive Infrastructure for Ethnic Minorities Project II (CRIEM II)	Agriculture, Natural Resources and Rural Development	60*

*Note: Thirteen projects have cofinancing fund component.

Business Opportunities in Southeast Asia

Indicative Pipeline 2026

Country	Project Name	Sector	Est. Amount (\$ million)*
Cambodia	Building Resilience for Integrated Digital Governance and Efficiency	Public Sector Management	50
	Climate Resilient Road Network Improvement Project	Transport	60*
	Project Preparation Assistance Facility	Water and Other Urban Infrastructure and Services	15
	Resilient Health Infrastructure Project	Health	35
	Skills for Future Economy Sector Development Program (Subprogram 2)	Education	75
	Smallholder Resilient Economic Development Sector Project	Agriculture, Natural Resources and Rural Development	89*
	Trade and Competitiveness Program (Subprogram 3) (PBL)	Industry and Trade	50
	Utility-Scale Battery Energy Storage Project	Energy	66*
Indonesia	Accelerating Decentralization for Improved Local governance, Subprogram 1	Public Sector Management	500
	Affordable and Sustainable Energy Transition Program, Subprogram 2	Energy	1,150*
	DAMRI Electric Bus Project	Transport	36*
	Development and Rehabilitation Irrigation Project	Agriculture, Natural Resources and Rural Development	400
	Greening and Deepening the Financial Sector Program, Subprogram 1	Finance	500
	Reducing Marine Debris Program, Subprogram 2	Agriculture, Natural Resources and Rural Development	1,147*
	Regional Water Security Project	Water and Other Urban Infrastructure and Services	372

*Note: The amount includes ADB financing and cofinancing from other partners

Project name, estimate amount and target approval years are indicative and subject to change. The list include both firm and standby projects

Business Opportunities in Southeast Asia

Indicative Pipeline 2026

Country	Project Name	Sector	Est. Amount (\$ million)
Laos	Greater Mekong Subregion Smart and Sustainable Tourism Infrastructure for Inclusive Growth	Water and Other Urban Infrastructure and Services	28*
	Resilient and Sustainable Urban Improvement Project	Water and Other Urban Infrastructure and Services	61*
Philippines	Accelerated Implementation of Government Energy Efficient Projects	Energy	300*
	Advancing Climate-smart, Quality, Inclusive and Resilient Education (ACQUIRE)	Education	610*
	Build Universal Health Care, Subprogram 3	Health	500
	Climate Change Action Program, Subprogram 3	Energy	650
	Digital Transformation of the Bureau of Internal Revenue	Public Sector Management	100
	Domestic Resource Mobilization Program, Subprogram 2	Public Sector Management	500
	Geothermal Resource De-Risking Facility	Energy	175*
	Improving Growth Corridors in Mindanao Road Project Phase 2	Transport	900
	Public Financial Management Reform Program SP2	Public Sector Management	500
	Solar Powered Irrigation Project	Agriculture, Natural Resources and Rural Development	250
Typhoon Tino and Uwan Emergency Response Project	Public Sector Management	3	

Business Opportunities in Southeast Asia

Indicative Pipeline 2026

Country	Project Name	Sector	Est. Amount (\$ million)
Thailand	Climate-smart Health Services System Enhancement Project	Health	187
	Lower East Chao Phraya Irrigation System Improvement – Climate Adaptive Strengthening Project (Tranche I)	Agriculture, Natural Resources and Rural Development	630*
Timor Leste	Coffee and Agroforestry Livelihood Improvement Project - Additional Financing	Agriculture, Natural Resources and Rural Development	4
	Gariuai Mini-Hydropower Rehabilitation Project	Energy	3*
	Municipal Hospital Development Project	Health	3*
Vietnam	Climate Adaptation Through Irrigation Modernization Project	Agriculture, Natural Resources and Rural Development	43*
	Flood Emergency Assistance for Central Viet Nam	Agriculture, Natural Resources and Rural Development	2
	Secondary Cities Environment Improvement Project - Lam Dong Province	Water and Other Urban Infrastructure and Services	42

Business Opportunities in Southeast Asia

Indicative Pipeline 2027

Country	Project Name	Sector	Est. Amount (\$ million)
Cambodia	Agriculture Transformation Acceleration Project	Agriculture, Natural Resources and Rural Development	75
	Energy Transition Sector Development Program, Subprogram 3	Energy	50
	Greater Mekong Subregion Health Security Project (Phase 2)	Health	25*
	Inclusive Finance Sector Development Program, Subprogram 2	Finance	50
	Second Integrated Water Resources Management Project	Agriculture, Natural Resources and Rural Development	180*
	Strengthening Governance for Service Delivery Program (Subprogram 2)	Public Sector Management	50
Indonesia	Bolstering Product Oversight and Market Regulation in Pharmaceuticals, Therapeutics and Vaccines Project (BPOM Project)	Health	219
	Competitiveness, Industrial Modernization, and Trade Acceleration Program, Phase 2, Subprogram 1	Public Sector Management	500
	Domestic Resource Mobilization Reform, Subprogram 2	Public Sector Management	500
	Flood Management and Coastal Protection in Priority River Basins Project	Agriculture, Natural Resources and Rural Development	400
	Geothermal Gunung Tiga	Energy	135
	Green Energy Corridor Sulawesi Project (South)	Energy	684*
	Green Energy Corridor Sulawesi Project (Southeast)	Energy	400
	Jakarta Mass Rapid Transit East-West Line Project, Phase 1 Stage 1 – Tranche 1	Transport	2,300*

Business Opportunities in Southeast Asia

Indicative Pipeline 2027

Country	Project Name	Sector	Est. Amount (\$ million)
Laos	GMS Northeastern Corridor Transport Improvement Project	Transport	68*
	Improving Science and Technology in Secondary Education Project	Education	33*
Philippines	Accelerating Expansion and Sustainability of Health Services for UHC Project	Health	500*
	Advancing Skills, Competitiveness, and Enterprise Development	Education	400*
	Bataan-Cavite Interlink Bridge Project, Tranche 2	Transport	1,474*
	Greening and Deepening the Financial Sector Program, Subprogram 1	Finance	400
	Insurance Reform Program, Subprogram 2	Finance	500
	Integrated Flood Resilience and Adaptation Project, Phase 2	Agriculture, Natural Resources and Rural Development	800*
	Manila Metro Rail Transit Line 4 Project, Tranche 1	Transport	500*
	National Total Electrification Support Program	Energy	461*
	North-South Commuter Railway Operations and Maintenance Public-Private Partnership Availability Payment Partial Credit Guarantee Project	Transport	600
	Off-Shore Wind Port Project	Transport	250
	Promoting Sustainability and Productivity for Enterprises Resilient Upscaling in the Philippines (ProsPER) Project (formerly Mindanao Agro-Enterprise Development Project)	Agriculture, Natural Resources and Rural Development	61
	Reskilling for Inclusive and Sustainable Employment (RISE) Subprogram 1	Education	400
	Second Disaster Resilience Improvement Program (CDF Replenishment Option)	Public Sector Management	500
	South Commuter Railway Project, Tranche 2	Transport	1,750
	Transforming Human Capital through Resilient and Inclusive Social Protection (THRIVE-SP, former Expanded Social Assistance Project-Additional Financing)	Education	400

Business Opportunities in Southeast Asia

Indicative Pipeline 2027

Country	Project Name	Sector	Est. Amount (\$ million)
Thailand	Climate-Resilient Agriculture Facility Project	Finance	100
	SME Green Productivity Facility	Finance	150*
	Sustainable Agriculture Transformation through Innovative Technical & Vocational Education and Training	Education	50
	Sustainable Transport Bus Electrification Project	Transport	200*
	Thailand Blue Costal Program: Protecting National Species, Mangroves, and Coastlines	Agriculture, Natural Resources and Rural Development	80
Timor Leste	Dili and Secondary Cities Water Security Project	Water and Other Urban Infrastructure and Services	115
	e-Government Development and Infrastructure Project	Public Sector Management	30
	Integrated Rural Development Sector Project	Agriculture, Natural Resources and Rural Development	30
	Resilient Port City Project	Water and Other Urban Infrastructure and Services	60
	Timor-Leste Public Transport Project	Transport	40
Vietnam	Accelerating Competitiveness and Trade Program	Public Sector Management	500
	Ha Tinh City Priority Infrastructure for Climate Adaptation Project	Water and Other Urban Infrastructure and Services	100*

Business Opportunities in Southeast Asia

Indicative Pipeline 2028

Country	Project Name	Sector	Est. Amount (\$ million)
Cambodia	Cambodia Climate Finance Facility Support Project	Finance	135*
	Improving Results in Secondary Education Program	Education	0
	Industrial Transformation and Acceleration Program	Public Sector Management	50
	Livable, Resilient and Water Secure Cities Investment Program (Tranche 2)	Water and Other Urban Infrastructure and Services	275
	Tourism Infrastructure for Inclusive and Resilient Growth Project	Water and Other Urban Infrastructure and Services	43*
Indonesia	Affordable and Sustainable Energy Transition Program, Subprogram 3 (PBL)	Energy	1,150*
	Geothermal Seulawah	Energy	243
	Geothermal Tanjung Tiga	Energy	130
	Kelay and Wai Tala Hydropower Project	Energy	400
	Raw Water Supply for Water Security Enhancement (previously titled Raw Water Supply for Urban Water Security Enhancement)	Agriculture, Natural Resources and Rural Development	250
	Reducing Marine Debris Program, Subprogram 3	Agriculture, Natural Resources and Rural Development	500
	Sumatra 500 kV Backbone Transmission	Energy	700*
	Teaching Hospital Strengthening and Expansion Project	Health	350

Business Opportunities in Southeast Asia

Indicative Pipeline 2028

Country	Project Name	Sector	Est. Amount (\$ million)
Laos	Greater Mekong Subregion Smart and Sustainable Tourism Infrastructure for Inclusive Growth Project (Additional Financing)	Water and Other Urban Infrastructure and Services	20
	Responsible Forestry Project	Agriculture, Natural Resources and Rural Development	20
Philippines	Central Luzon - Pampanga River Flood Control Project - Tranche 1	Agriculture, Natural Resources and Rural Development	300
	Central Mindanao High Standard Highway Construction Project	Transport	1,300
	Marine Ecosystems for Blue Economy Development Program, Subprogram 2	Agriculture, Natural Resources and Rural Development	500
	Panahon ng Pagkilos: Community-Led Climate Action Project	Public Sector Management	300
	Reducing Food Insecurity and Undernutrition with Electronic Vouchers - Additional Financing	Public Sector Management	300
	Subic-Clark Railway Project	Transport	1,000
Thailand	Air, Heat and Water Quality Improvement	Water and Other Urban Infrastructure and Services	50
	Lower East Chao Phraya Irrigation System Improvement – Climate Adaptive Strengthening Project (Tranche II)	Agriculture, Natural Resources and Rural Development	783*
Timor Leste	Agriculture and Fisheries Sector Development Project	Agriculture, Natural Resources and Rural Development	50
	National Road Networks Upgrading Project (Phase 2)	Transport	150
	Workforce and Skills Development Project	Education	23*
Vietnam	Lao Cai Sustainable Urban and Infrastructure Development Project	Water and Other Urban Infrastructure and Services	78*

*Note: Thirty-seven projects have cofinancing fund component.

Post event Survey

Japan-ADB Business Connect /
BOS with Japanese Companies
Based in Singapore - 26 Feb 2026



Contact



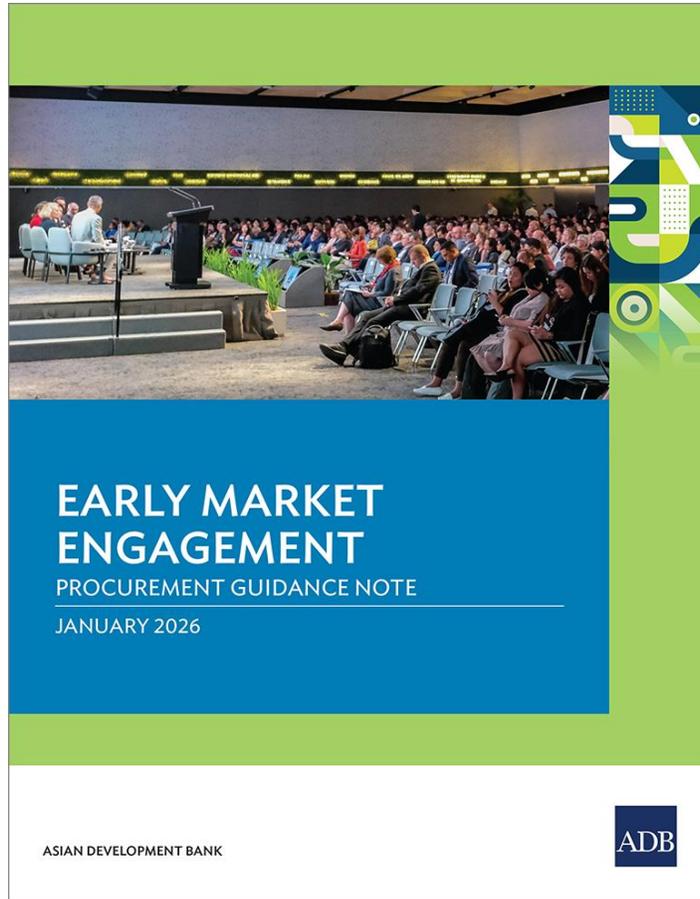
Thank you !

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Early Market Engagement - Knowledge Materials




EARLY MARKET ENGAGEMENT

Advancing market readiness, competition, and transparency in ADB-financed projects

What is Early Market Engagement?

Early Market Engagement (EME) is a transparent and structured way to engage with suppliers before bidding. It allows borrowers to assess capacity, refine requirements, and identify risks and opportunities so projects are feasible, competitive, and aligned with market conditions.

Why EME?

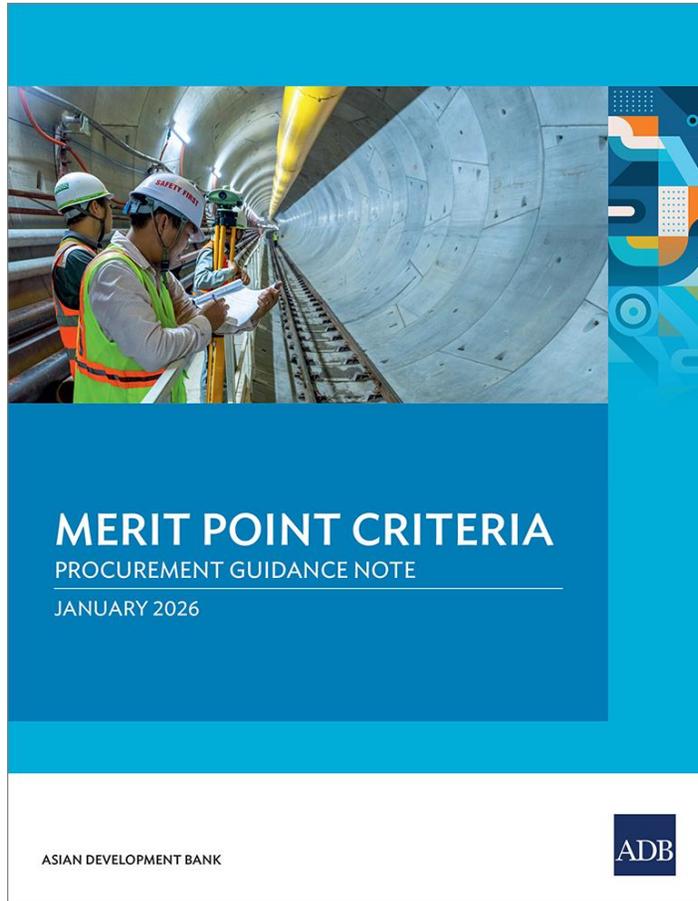
- Improves Accuracy:** Refines technical specifications, budgets, and timeline, ensuring project expectations align with what the market can deliver
- Enhances Competition:** Alerts potential bidders, leading to more competitive and inclusive procurement
- Stimulates Innovation:** Allows suppliers to share emerging technologies and practices that improve sustainability and enhance development outcomes
- Identifies Risks and Opportunities:** Helps anticipate potential delivery challenges, supply chain constraints, and opportunities before procurement begins
- Strengthens Transparency and Trust:** Open and well-documented engagement fosters confidence among stakeholders, reinforcing transparency, and fairness in procurement

Common EME Approaches

Market Dialogues	Information Tools	Collaborative Platforms
Market sounding sessions	Advance contracting notice	Project roadshows
Feedback on specifications	Request for information	Webinars and virtual briefings
Workshops and roundtables	Q&A portal	Innovation calls and challenges



Merit Point Criteria – Knowledge Materials



MERIT POINT CRITERIA

Advancing quality, sustainability, and value for money in ADB-financed projects



What is Merit Point Criteria

Merit Point Criteria (MPC) is a structured approach to bid evaluation used to compare and rank bids. It assigns weights and scores to criteria that are important to the borrower and rewards bidders with approaches that deliver value for money.

Why MPC

- Emphasizes Quality:** Focuses on value for money and fit for purpose procurement by evaluating bids on technical merit as well as cost.
- Spotlights Solutions:** Rewards quality and innovation, encouraging stronger, more competitive bids.
- Supports Fair Competition:** Establishes well-defined and consistent quality standards that level the playing field.
- Enhances Transparency:** Provides clarity in evaluations, strengthening trust among stakeholders.
- Aligns with ADB Priorities:** Advances climate resilience, sustainability, gender inclusion, and innovation.

How MPC Works

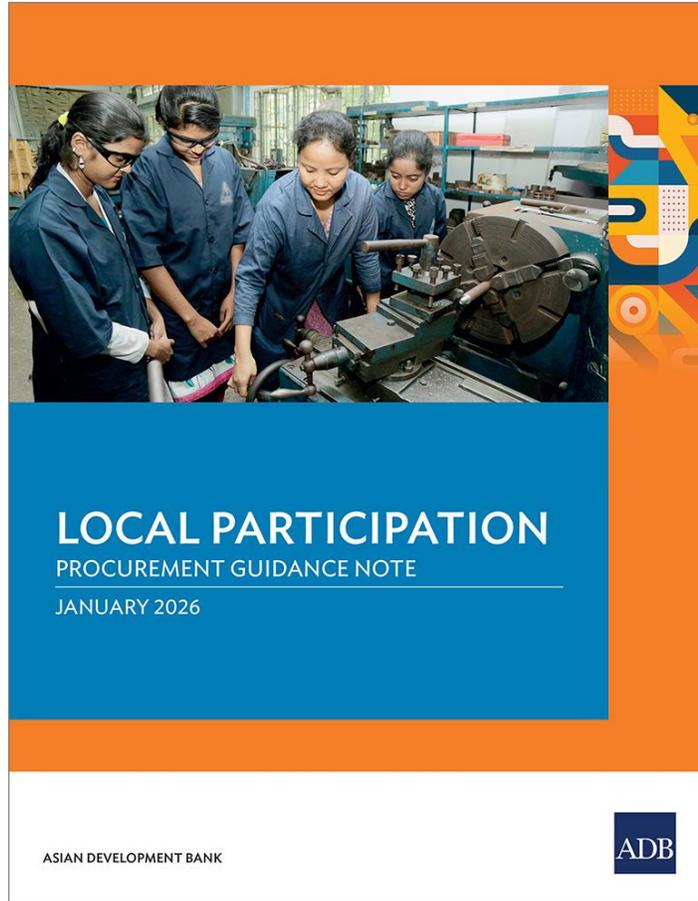
MPC uses both technical and financial weightings to provide a balanced and transparent evaluation process. These weightings are published in the bidding documents. How evaluation criteria and their weightings are applied depends on procurement risk and contract value.

Procurement risk is assessed across five dimensions: **borrower's procurement capacity, market conditions, contract complexity, contract size, and implementation environment.** In high risk, high value contracts, technical criteria carry a greater weighting in the evaluation. A high value contract is defined as one exceeding \$10 million.

Applying predefined, technical scoring to bid evaluation ensures consistent and transparent assessments and strengthens the integrity and credibility of the procurement process.

Notes: In this publication, "\$" refers to United States dollars.

Local Participation - Knowledge Materials



LOCAL PARTICIPATION

Advancing job creation, skills development, and economic growth in ADB-financed projects

What is Local Participation?

Local Participation refers to the meaningful, inclusive, and sustained engagement of local labor in project implementation. This approach rewards contractors that create local jobs and invest in skills development, fostering sustainable livelihoods and strengthening long-term development outcomes.

Why Local Participation?

- Community Ownership:** Strengthens community ownership and support for the project
- Economic Empowerment:** Reduces poverty and enhances local livelihoods
- Capacity Building:** Develops local skills so communities can manage and sustain development outcomes beyond the project completion
- Sustainable Growth:** Fosters inclusive, resilient, and sustainable economic growth
- Partnerships:** Promotes inclusive participation and partnerships among communities, government, and contractors

Local Labor

- Unskilled:** No formal qualifications or trade experience
- Semi-skilled:** Vocational training or on-the-job experience
- Skilled:** Certified professionals

Community

Empowerment

Capacity

Sustainability

Partnership

Local Job Creation

Skills Development