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Pacific Market Briefing UK Pacific Business Club

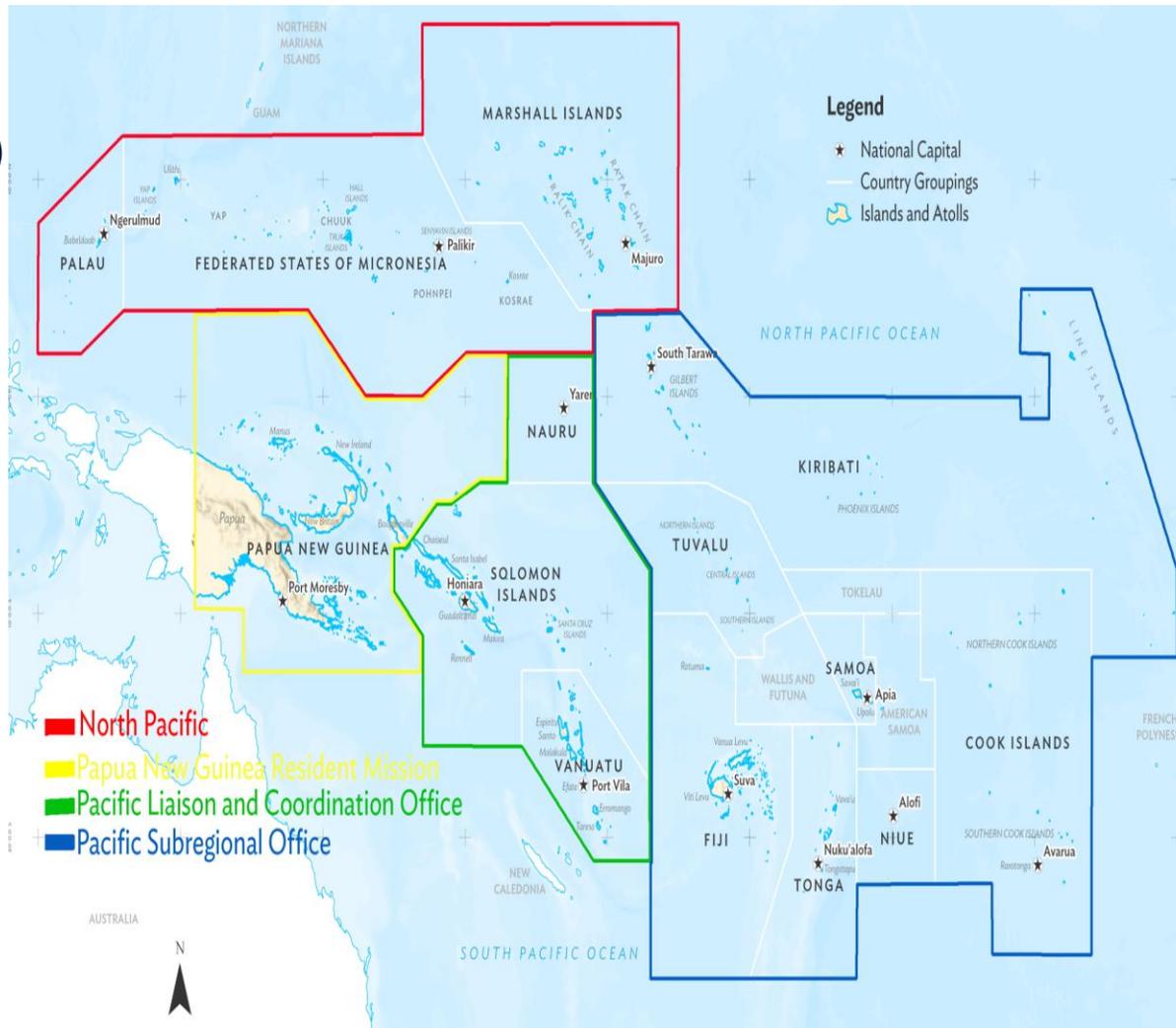
February 2026

Thomas Robinson

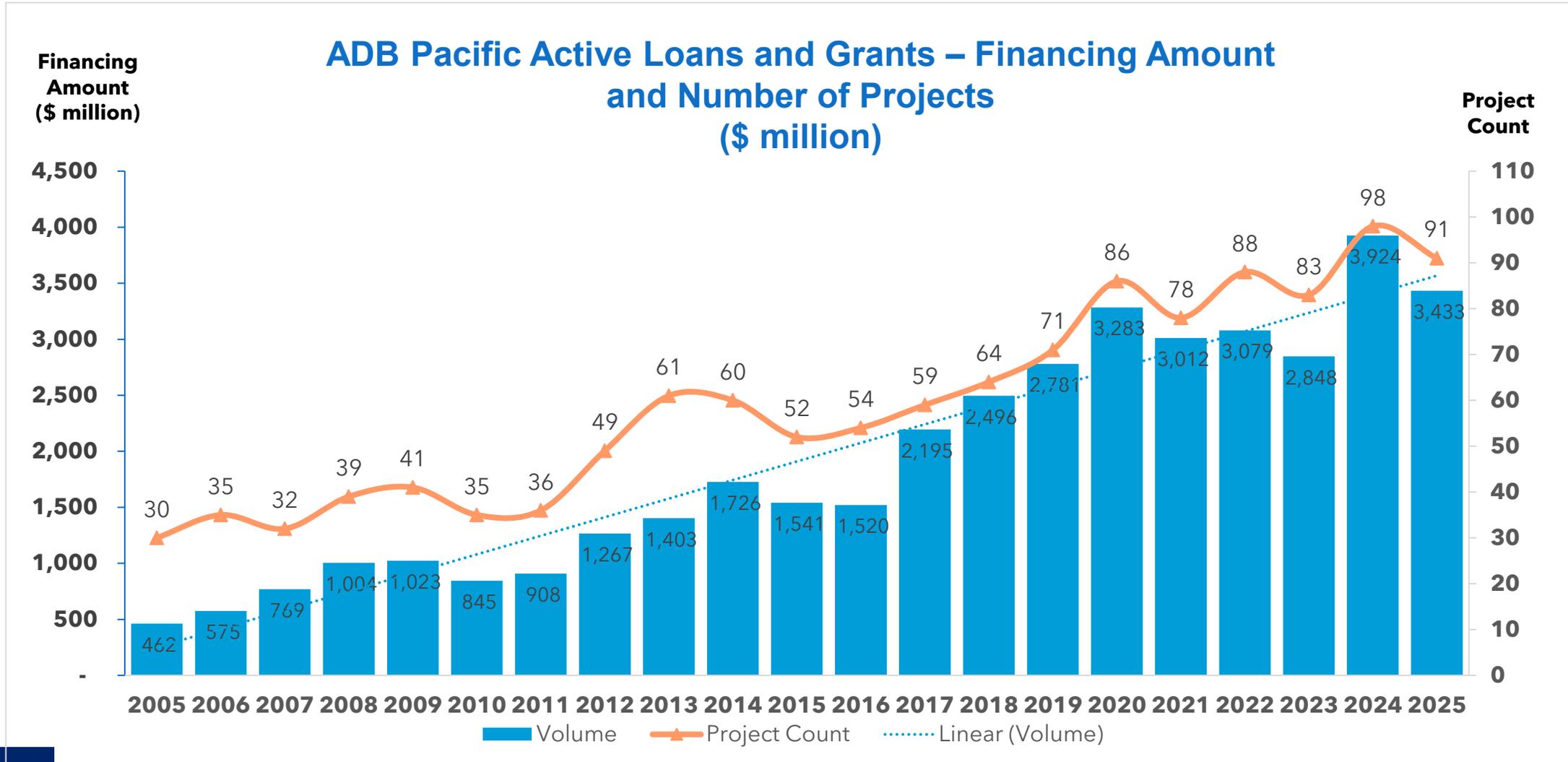
Senior Procurement Specialist, PPF

14 Developing Member Countries in the Pacific

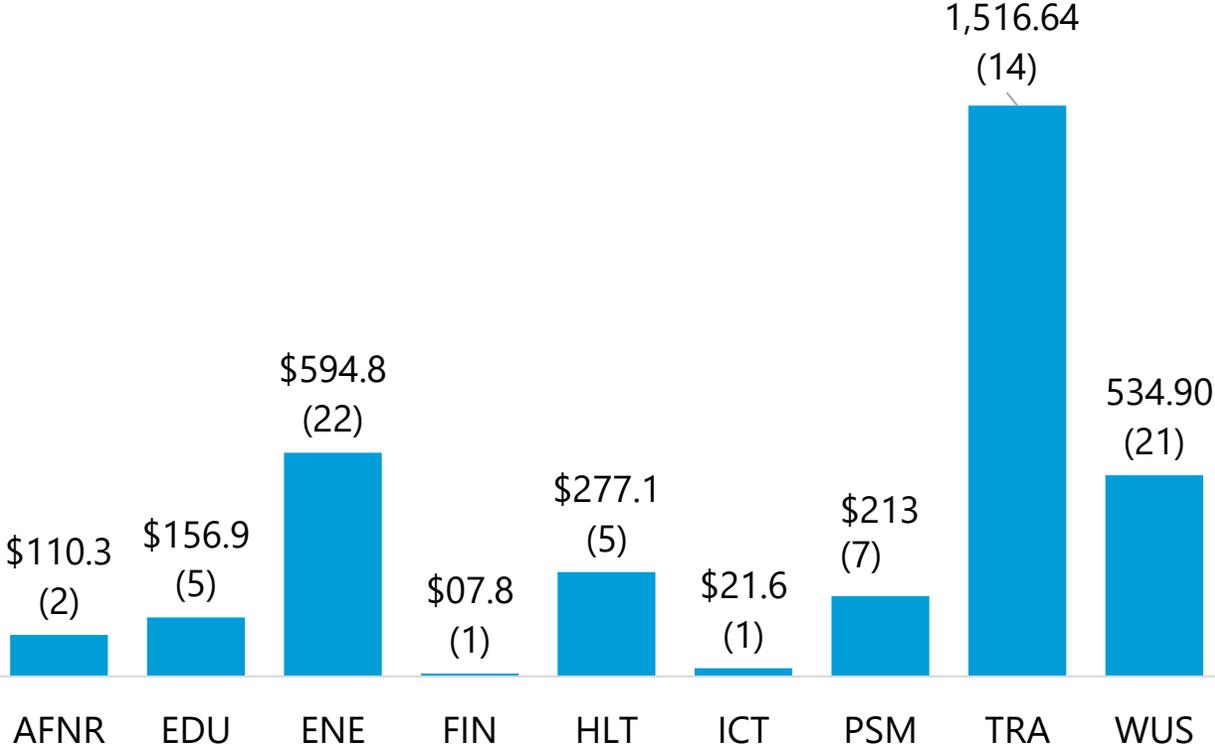
- Cook Islands (COO)
- Federated States of Micronesia (FSM)
- Fiji (FIJ)
- Kiribati (KIR)
- Marshall Islands (RMI)
- Nauru (NAU)
- Niue (NIU)
- Palau (PAL)
- Papua New Guinea (PNG)
- Samoa (SAM)
- Solomon Islands (SOL)
- Tonga (TON)
- Tuvalu (TUV)
- Vanuatu (VAN)



ADB Support in the Pacific



ADB Pacific Active Portfolio in Volume by Sector (\$ million)

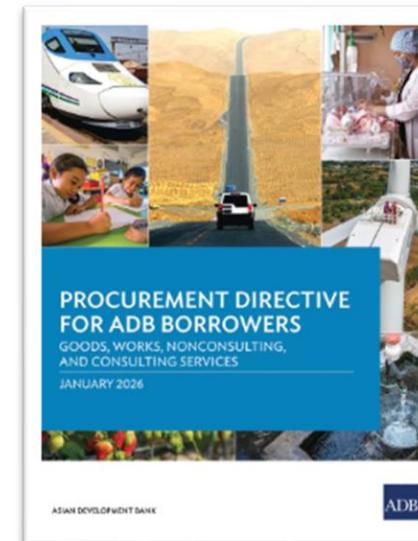
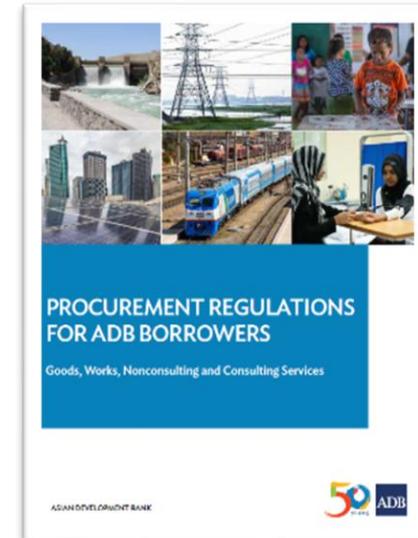


AFNR = agriculture, food and natural resources, EDU = education, ENE = energy, FIN = finance, HLT = high level technology, ICT = information and communications technology, PSM = public sector management, TRA = transport, WUS = water and urban services



ADB Procurement Framework

- The Agreement Establishing the ADB, also known as “The ADB Charter”.
- Applicable for all projects – financed in full or part by ADB loans, grants or ADB administered funds
- Roles and Responsibilities
- Core Procurement Principles (Economy, Efficient, Fairness, Transparency, Quality and Value for Money)



Pacific Quality Infrastructure Principles

ADB Fully Supports the Pacific Quality Infrastructure principles (PQIP)

- Achieving Value for Money outcomes is central to the delivery of quality infrastructure.
- Quality is prioritized in evaluation using Merit Point Criteria (MPC)
- Increased focus on enhancing local content (local participation) on ADB financed projects.
- Dedicated attention to skills development using Build4skills approach



Local Content

Use local labour, develop local talent, support local businesses



Value for Money

Generate positive social and economic values



Climate Resilience

Build resilience to future impacts of climate change



Responsible Borrowing and Governance

Borrow sustainably, spend transparently and accountably



Social and Environmental Safeguards

Protect the environment, people and livelihoods



Inclusivity

Infrastructure for all, inclusively developed



Private Sector Investment

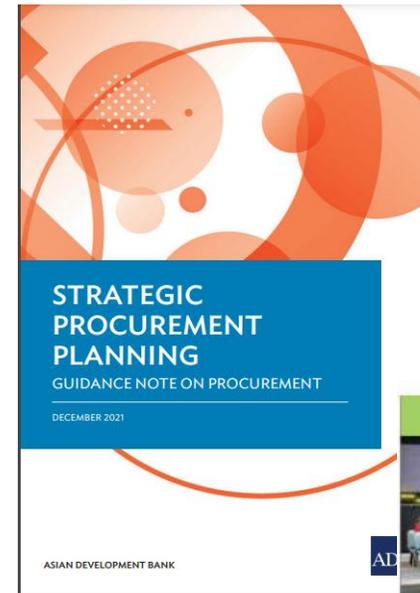
Incentivise private sector to finance and develop infrastructure

Development of Procurement Strategy

A procurement strategy is developed for each project that leads to a project procurement plan

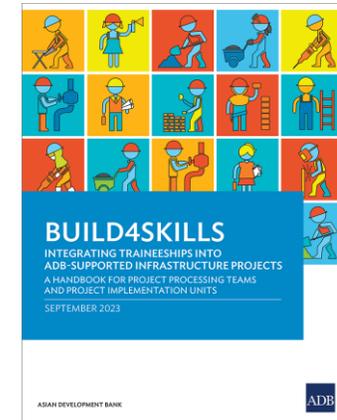
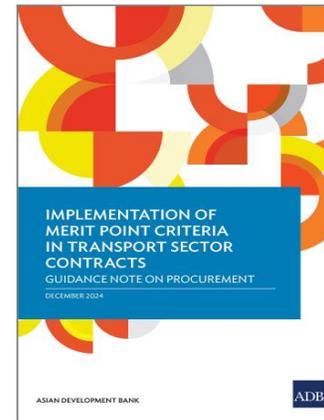
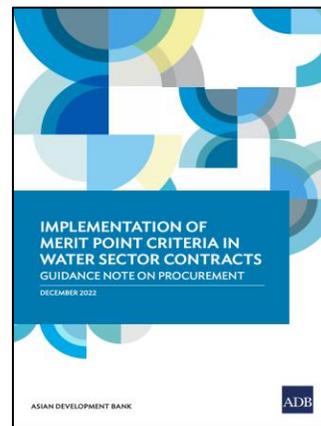
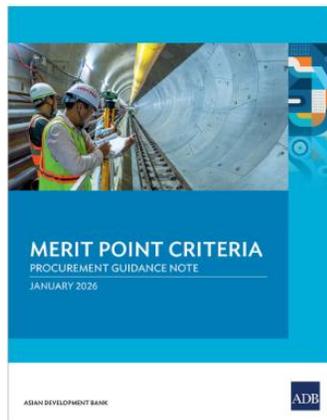
Early Market Engagement is one of the key elements of this strategy to understand the interest and capacity

Potential risks associated to each party

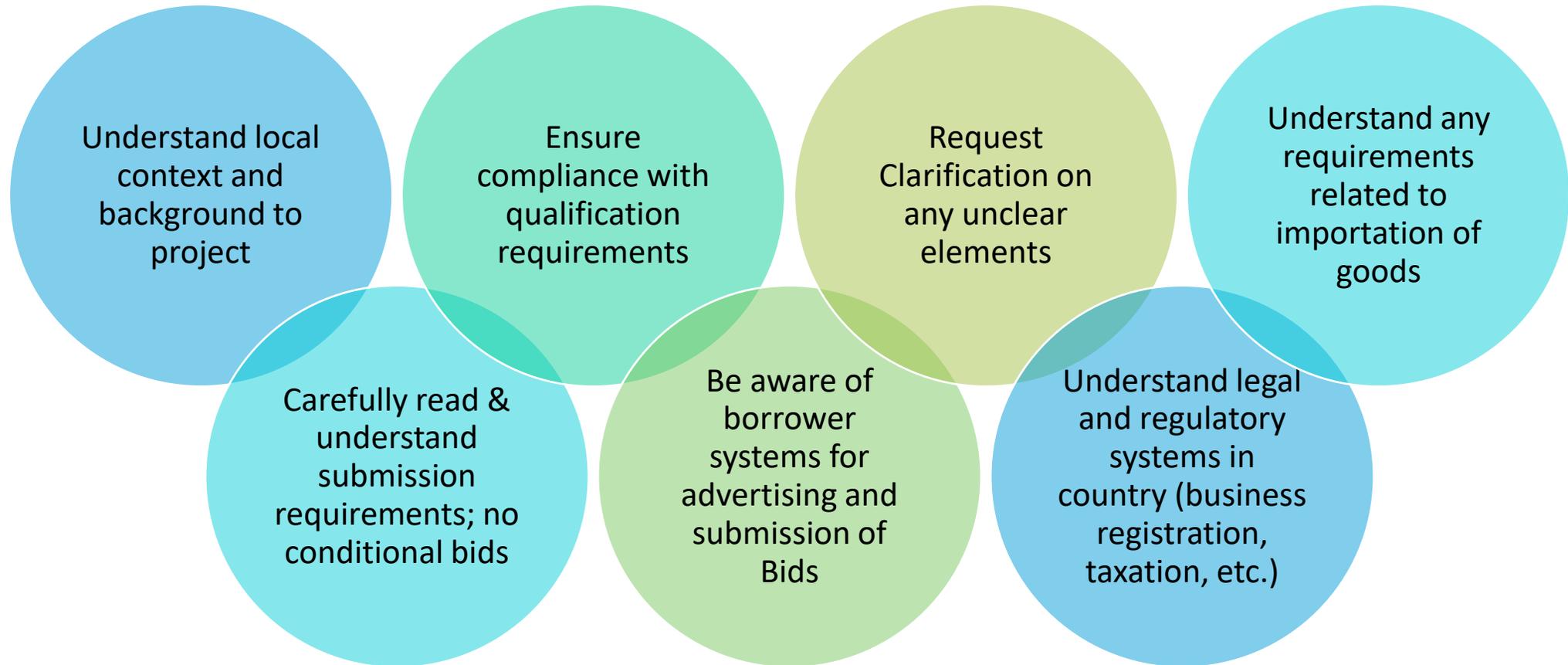


Merit Point Criteria and the Pacific Quality Infrastructure Principles

- Since January 2026, ADB mandates use of MPC for internationally advertised civil works contracts.
- This approach aligns with the ADB's priorities, such as climate resilience, sustainable infrastructure, gender inclusion, and innovation and support PQIP
- As a minimum require to include 10% technical weighting on the local participation
- Skills development activities can be introduced through [Build4Skills](#)



Advice when approaching Supply/Construction Opportunities



Common Mistakes

Bids not signed

No Bid Security or Bid Securing Declaration (if required)

Insufficient Amount of Bid Security, incorrect validity period

Failure to meet Qualification Criteria

Lack of Supporting Documents

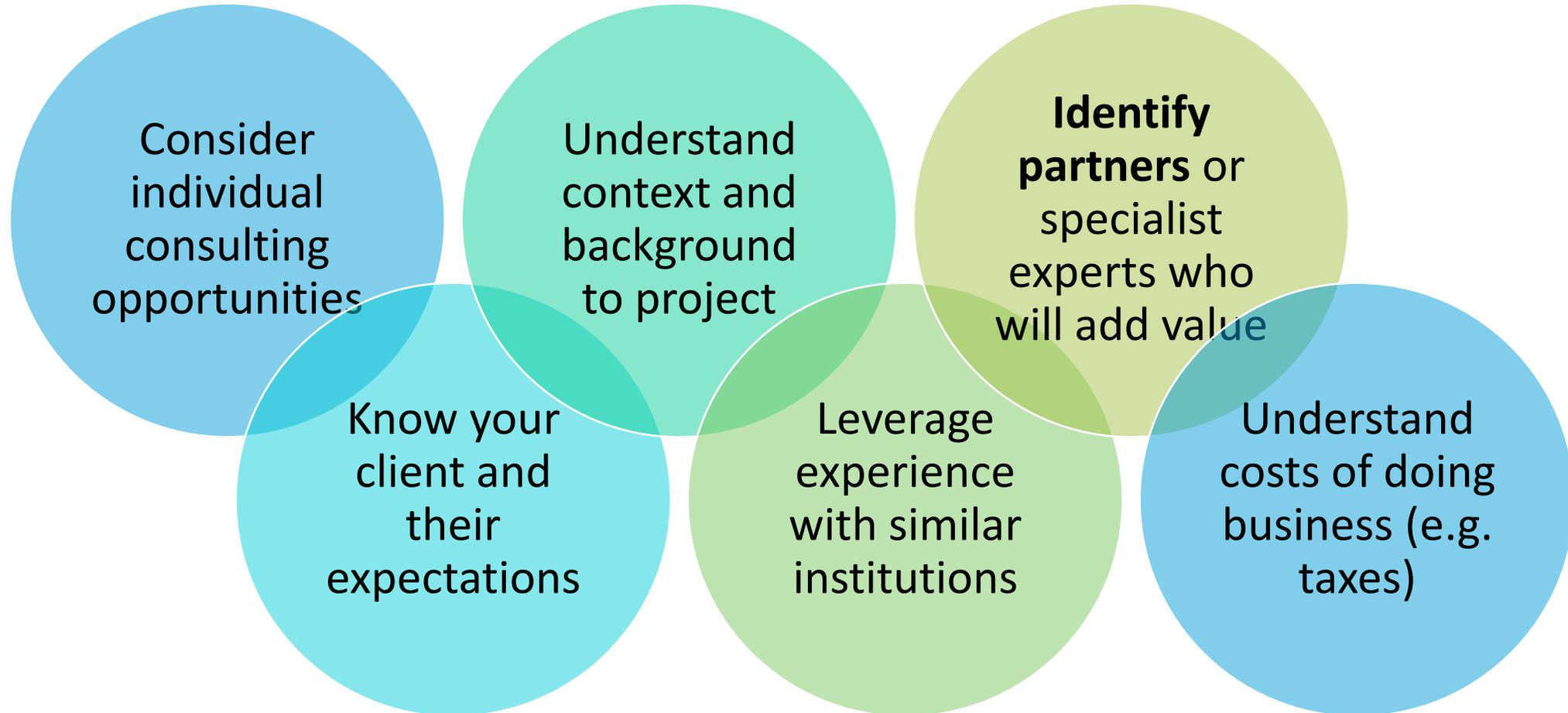
Incomplete Bids / Partial Bids

Absence of test reports if required

Conflicts of interest not disclosed

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

General points on ADB Consulting Contracts



ASK QUESTIONS

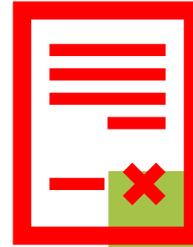
Common Mistakes when approaching ADB Consulting opportunities

Shortlisting Phase



- Lack of knowledge of project context
- Incorrect Skills match
- Limited geographic experience
- Generic EOI
- Lack of local presence

RFP Stage



- Financial info in technical proposal
- Not responsive to ToR
- Not demonstrating strength of firm
- Lack of suitability
- Issues with CMS*

*CMS is ADB's Consultant Management System, an IT platform used to advertise and recruit consultants.

Register for alerts



Search Consulting Opportunities

Get detailed information on consulting services requirements and send expression of interests (EOIs) for ADB-financed or administered projects.



View Shortlisted Firms

ADB publishes the names and contact details of firms invited to submit proposals. This is for the information of consultants who wish to associate with them. Interested consultants should contact the firms directly.



View Awarded Contracts

ADB Project contracts that are awarded to consulting firms are disclosed to the public. Visit the page to view the list of contracts awarded to consulting firms, along with associated contract details.

ADB's CMS System: <http://cms.adb.org>

[Tenders | Asian Development Bank](#)

News Releases Receive links to news releases as soon as they are published.	<input checked="" type="checkbox"/> On <input type="checkbox"/> Off
<input checked="" type="radio"/> Global news releases <input type="radio"/> News from country offices <input type="radio"/> All news	
Economic Data and Research	<input checked="" type="checkbox"/> On <input type="checkbox"/> Off
Evaluation Reports	<input checked="" type="checkbox"/> On <input type="checkbox"/> Off
Events	<input checked="" type="checkbox"/> On <input type="checkbox"/> Off
News Releases and News from Country Offices	<input checked="" type="checkbox"/> On <input type="checkbox"/> Off
Procurement Notices (Goods and Works) Note: Weekly notifications on consulting opportunities available for registered users of the Consultant Management System (CMS) .	<input checked="" type="checkbox"/> On <input type="checkbox"/> Off
Project Information and Documents	<input checked="" type="checkbox"/> On <input type="checkbox"/> Off
Publications	<input checked="" type="checkbox"/> On <input type="checkbox"/> Off
Safeguard Documents	<input checked="" type="checkbox"/> On <input type="checkbox"/> Off
Vacancies	<input checked="" type="checkbox"/> On <input type="checkbox"/> Off

Goods & Works Notices: <https://alerts.adb.org>



Pacific Infrastructure Business Opportunities Seminar 2026

25-27 MAY 2026

CROWNE PLAZA HOTEL,
NADI, FIJI



PACIFIC INFRASTRUCTURE



ADB BUSINESS
OPPORTUNITIES
SEMINAR SERIES 2026
PEOPLE. PARTNERSHIPS. POSSIBILITIES.



**on 22-24 September 2026 at the ADB Headquarters in
Manila**

The ADB Business Opportunities Fair (BOF) is a one-stop forum for consultants, consulting firms, contractors, manufacturers, suppliers, and civil society organizations looking to provide goods, works, and services for ADB projects.

It is an excellent opportunity to network with peers in the industry and with ADB specialists across all sectors and geographical regions of ADB's operations

Join us in Manila in September

Thank You



Appendix

ADB Contract and Project Pipeline

Packages To be Procured

DMC	Description	Estimated Value in (In USD)	IFB Publication
PNG	Mount Eriama Water Treatment Plant (WTP) Upgrade of the master valves and lime dosing	3.6M	Q3 2026
	Balg – Baisu – Avi Road with Large Bridge No. 1	19.5M	Q2 2026
	Minj – Kup Road with Large Bridge No. 2	34M	Q2 2026
	Performance Based maintenance contracts (14 Nos. each \$ 1 million or below)	14M	Q3 2025
VAN	Water Supply System Improvement Works	24M	Q1 2026
	Construction of Multi-purpose Hazard Resilient Shelters – Luganville	8M	Q4 2026
	Construction of Multi-purpose Hazard Resilient Shelters – Port Vila	10M	Q2 2026
	Water Supply System Operations and Maintenance	14M	Q4 2026

INTERNAL. This information is accessible to ADB Management and Staff. It may be shared outside ADB with appropriate permission.

Indicative Lending Pipeline (2025–2028)

DMC	Year	Project Name	Sector	Indicative Allocation (in USD)
COO	2026	Climate-adapted Communities for Environmental Improvement Sector Project	WUS	15M
		Enhancing Climate and Disaster Resilience in the Pacific and SIDS through Water Security Mapping and Implementation of Multi-hazard Early Warning and Response Systems (MHEWRS) for Urban Service Providers (3.4M)	WUS	3.2M
		Safeguarding and Promoting Financial Services in the Pacific	FIN	7.86M
	2027	Résilient Transformation Program, Sub-program 2	PSM	30M
	2028	Rarotonga Airport Development Project	TRA	20M
NIU	2026	Enhancing Climate and Disaster Resilience in the Pacific and SIDS through Water Security Mapping and Implementation of Multi-hazard Early Warning and Response Systems (MHEWRS) for Urban Service Providers	WUS	3.2M
		Safeguarding and Promoting Financial Services in the Pacific	FIN	5.2M
	2027	Niue Integrated Aged Care Project	HLT	5M

Indicative Lending Pipeline (2025–2028)

DMC	Year	Project Name	Sector	Indicative Allocation (in USD)
FIJ	2025	Enhance Climate Resilience of Coastal Communities Project	ANR	15M
		Healthy Oceans and Water Security Improvement Project	WUS	145M
		Kinoya WWTP	WUS	100M
	2026	Enhancing Climate and Disaster Resilience in the Pacific and SIDS through Water Security Mapping and Implementation of Multi-hazard Early Warning and Response Systems (MHEWRS) for Urban Service Providers	WUS	3.4M
		Health Sector Investment	HLT	40M
		Safeguarding and Promoting Financial Services in the Pacific	FIN	7.86M
		Sustainable and Resilient Growth Program, Subprogram 2	PSM	70M
	2027	Critical Bridges Resilience Project Phase 2	TRA	100M
		Regional Recycling Network in the Pacific	WUS	1.77M
		Viti Levu Green Energy Circuit Project	ENE	5M
	2028	Housing Finance Sector Project	FIN	50M
Project Readiness Financing for Green and Climate Resilient Transport Project		TRA	10M	

Indicative Lending Pipeline (2025–2028)

DMC	Year	Project Name	Sector	Indicative Allocation (in USD)
FSM	2025	Water Security and Resilience Improvement Project (PRF)	WUS	5M
	2026	Enhancing Climate and Disaster Resilience in the Pacific and SIDS through Water Security Mapping and Implementation of Multi-hazard Early Warning and Response Systems (MHEWRS) for Urban Service Providers	WUS	3.2M
		Safeguarding and Promoting Financial Services in the Pacific	FIN	7.86
		Sustainable Roads Infrastructure Investment Project (Phase 2)	TRA	10M
		Water Security and Resilience Improvement Project	WUS	30M
	2027	Climate Resilient Energy and Water Sector Project, Phase 2	ENE	13M
		Pacific Disaster Resilience Project (Phase 6)		6M
		Social Protection and Health Project	HLT	10M
	2028	Land and Maritime Connectivity	TRA	8M

Indicative Lending Pipeline (2025–2028)

DMC	Year	Project Name	Sector	Indicative Allocation (in USD)
KIR	2025	Climate-Resilient Health Infrastructure and Systems Project (Additional Financing)	HLT	11M
		Equitable Access to Quality Education Project	EDU	30M
	2026	Sustainable and Inclusive Economic Recovery Program, Subprogram 2 (PBL)	PSM	10M
		Climate-Resilient Tungaru Health Systems Project Readiness Financing	HLT	3M
		Enhancing Climate and Disaster Resilience in the Pacific and SIDS through Water Security Mapping and Implementation of Multi-hazard Early Warning and Response Systems (MHEWRS) for Urban Service Providers	WUS	3.2M
		Safeguarding and Promoting Financial Services in the Pacific	FIN	7.86M
		Sustainable South Tarawa Water Supply Operations Financing Facility	WUS	10M
		Tungaru Central Hospital Project Readiness Financing	HLT	3M
		2027	Climate Adaptive Transport Infrastructure Investment Project	TRA
	Climate and Economic Resilience Program, subprogram 1		PSM	10M
	Climate-resilient Tungaru Health Infrastructure Project – Phase 1		HLT	32.7M
	2028	Pacific Disaster Resilience Project (Phase 6)		8M
		Climate-Resilient Integrated Cross-Sector Project (formerly South Tarawa Renewable Energy Project, Phase 3)	ENE	10M

Indicative Lending Pipeline (2025–2028)

DMC	Year	Project Name	Sector	Indicative Allocation (in USD)
NAU	2026	Digital Finance Infrastructure Project	FIN	15M
		Enhancing Climate and Disaster Resilience in the Pacific and SIDS through Water Security Mapping and Implementation of Multi-hazard Early Warning and Response Systems (MHEWRS) for Urban Service Providers	WUS	3.2M
		Improving Fiscal Sustainability Program, Subprogram 2	PSM	5M
		Safeguarding and Promoting Financial Services in the Pacific	FIN	7.86M
		Social Protection for Resilience and Inclusive Growth Project	EDU	10M
	2027	Coastal Protection Project	WUS	5M

Indicative Lending Pipeline (2025–2028)

DMC	Year	Project Name	Sector	Indicative Allocation (in USD)
PAL	2025	Power Reliability Improvement and Storage Management Project	ENE	10M
	2026	Babeldaob Island Urban Resilience Project	WUS	10M
		Enhancing Climate and Disaster Resilience in the Pacific and SIDS through Water Security Mapping and Implementation of Multi-hazard Early Warning and Response Systems (MHEWRS) for Urban Service Providers	WUS	3.2M
		Safeguarding and Promoting Financial Services in the Pacific	FIN	7.86M
		Strengthening Fiscal Resilience for Sustainable Development Program, Subprogram 2	PSM	25M
	2027	Building Resilience for Vulnerable Groups Project	EDU	10M
	2028	Affordable Housing Program	WUS	15M
		Financial Sustainability Improvement of PPUC program	ENE	30M

Indicative Lending Pipeline (2025–2028)

DMC	Year	Project Name	Sector	Indicative Allocation (in USD)
PNG	2025	Improving Financial Access Sector Development Program	FIN	120M
		Sustainable Energy Sector Development Program, Subprogram 1	ENE	100M
		Transport Project Readiness Facility	TRA	65M
		Urban Water Supply and Sanitation Security and Resilience Improvement Program (Tranche 1)	WUS	62.9M
	2026	Civil Aviation Development Investment Project III	TRA	325M
		Fresh Food Marketing System Project	ANR	40M

Indicative Lending Pipeline (2025–2028)

DMC	Year	Project Name	Sector	Indicative Allocation (in USD)
PNG	2026	Sustainable Healthcare for Accessible Rural Engagement	HSD	100M
		Strengthening Public Sector Management Program, Subprogram 2	PSM	150M
		Project Readiness Facility for Sustainable Energy Sector Development	ENE	20M
	2027	Education Access and Quality Improvement Project	HSD	60M
		Sustainable Energy Sector Development Program, Subprogram 2	ENE	200M
		Improving Financial Access Sector Development Program, Subprogram 2	FIN	100M
		Mountainous Roads Improvement and Resilience Project	TRA	200M

Indicative Lending Pipeline (2025–2028)

DMC	Year	Project Name	Sector	Indicative Allocation (in USD)
PNG	2027	Mountainous Roads Improvement and Resilience Project 2 (Standby)	TRA	200M
	2028	Improved Technical and Vocational Education and Training for Employment project, Phase 2	HSD	65M
		Mountainous Roads Improvement and Resilience Project 2	TRA	200M
		Port Moresby Sustainable Urban Transport Project	TRA	150M
		Strengthening Fiscal Resilience Program, Subprogram 1	PSM	100M
		Urban Water Supply and Sanitation Security and Resilience Improvement Program (Tranche 2)	WUS	80M

Indicative Lending Pipeline (2025–2028)

DMC	Year	Project Name	Sector	Indicative Allocation (in USD)
RMI	2025	Public Sector Reform Program, Subprogram 1	PSM	5M
	2026	Enhancing Climate and Disaster Resilience in the Pacific and SIDS through Water Security Mapping and Implementation of Multi-hazard Early Warning and Response Systems (MHEWRS) for Urban Service Providers	WUS	3.2M
		Improving the Quality of Basic Education	EDU	6M
		National Adaptation Plan Implementation Project	ANR	14.5M
		Safeguarding and Promoting Financial Services in the Pacific	FIN	7.86M
	2027	Majuro Solid Waste Management Project	WUS	20M
		Pacific Disaster Resilience Project (Phase 6)		6M
		Public Financial Management Project (Phase 2)	PSM	3M
		Strengthening Health Care Services in the RMI	HLT	10M
	2028	Energy Security Project, Phase 2	ENE	20M

Indicative Lending Pipeline (2025–2028)

DMC	Year	Project Name	Sector	Indicative Allocation (in USD)
SAM	2026	Energy Sector Reform Program	ENE	10M
		Enhancing Climate and Disaster Resilience in the Pacific and SIDS through Water Security Mapping and Implementation of Multi-hazard Early Warning and Response Systems (MHEWRS) for Urban Service Providers	WUS	3.2M
		Safeguarding and Promoting Financial Services in the Pacific	FIN	7.86M
		Strengthening Public Financial Management and Private Sector Development, Subprogram 1	PSM	20M
	2027	Climate Resilient Land Transport Connectivity Project	TRA	20M
		Pacific Disaster Resilience Project (Phase 7)	PSM	10M
		Regional Recycling Network in the Pacific	WUS	1.77M
		Sustainable and Inclusive Entrepreneurship Development (SIED) Project, Phase 1	FIN	15M
		Vaisigano River Integrated Flood Management Project	ANR	30M
	2028	Alaoa Multipurpose Dam Project (Additional Financing)	ANR	30M
		Strengthening Public Sector Management Program, subprogram 2	PSM	10M

Indicative Lending Pipeline (2025–2028)

DMC	Year	Project Name	Sector	Indicative Allocation (in USD)
SOL	2025	Tina River Hydropower Project - Additional Financing	ENE	25M
		Transport Project Readiness Facility	TRA	4M
	2026	Accelerating Solar Powered Sustainable Water Supply Services	WUS	5M
		Disaster Resilient Clean Energy Project	ENE	2M
		Enhancing Climate and Disaster Resilience in the Pacific and SIDS through Water Security Mapping and Implementation of Multi-hazard Early Warning and Response Systems (MHEWRS) for Urban Service Providers	WUS	3.2M
		Land and Maritime Connectivity Project, Tranche 3	TRA	52.2M
		Safeguarding and Promoting Financial Services in the Pacific	FIN	7.86M
		Solomon Islands Integrated Urban Resilience and Service Improvement Project	WUS	10M
		Supporting Fiscal Recovery (Subprogram 1)	PSM	25M
		Taro Hospital Redevelopment Project	HLT	10M
	2027	Domestic Resource Mobilization Project (Phase 2)	PSM	40M

Indicative Lending Pipeline (2025–2028)

DMC	Year	Project Name	Sector	Indicative Allocation (in USD)
SOL	2027	Public Sector Reform Program, Subprogram 1	PSM	10M
		Regional Recycling Network in the Pacific	WUS	1.77M
	2028	Sustainable and Resilient Power Network (formerly Integrated Sustainable and Resilient Power Sector Project)	FIN	17M
		Renewable Energy Development, additional financing	ENE	15M
		Senior Secondary Education Improvement Project (Phase 2)	EDU	10M
		Supporting Fiscal Recovery, Subprogram 2	PSM	25M
TON	2025	Improving Economic Management, Subprogram 2	PSM	10M
		Women Entrepreneurs Leveraging Innovative Finance in Tonga	FIN	9M
	2026	Enhancing Climate and Disaster Resilience in the Pacific and SIDS through Water Security Mapping and Implementation of Multi-hazard Early Warning and Response Systems (MHEWRS) for Urban Service Providers	WUS	3.2M
		Safeguarding and Promoting Financial Services in the Pacific	FIN	7.86M
		Sustainable Economic Corridors and Urban Resilience Enhancement Project	TRA	80M

Indicative Lending Pipeline (2025–2028)

DMC	Year	Project Name	Sector	Indicative Allocation (in USD)
TON	2027	Pacific Disaster Resilience Project (Phase 7)	PSM	10M
		Public Sector Reform Program, Subprogram 1	PSM	10M
		Regional Recycling Network in the Pacific	WUS	1.77M
		Sustainable and Resilient Power Network (formerly Integrated Sustainable and Resilient Power Sector Project)	ENE	1M
TUV	2025	Supporting Public Sector Management Reform Program, Subprogram 1	PSM	7M
	2026	Enhancing Climate and Disaster Resilience in the Pacific and SIDS through Water Security Mapping and Implementation of Multi-hazard Early Warning and Response Systems (MHEWRS) for Urban Service Providers	WUS	3.2M
		Funafuti Climate Adaptation and Disaster Resilience Infrastructure Project	ANR	30M
		Operation and Maintenance for Transport Investments (Phase 1)	TRA	10M
		Safeguarding and Promoting Financial Services in the Pacific	FIN	7.86M
	2027	Climate-Resilient Integrated Cross-Sector Project (formerly Increasing Access to Renewable Energy Project, Third Additional Financing)	ENE	30M
		Funafuti Water Supply and Sanitation Project, additional financing	WUS	10M
		Pacific Disaster Resilience Project (Phase 7)	PSM	7M
Supporting Public Sector Management Reforms, Subprogram 2		PSM	7M	

Indicative Lending Pipeline (2025–2028)

DMC	Year	Project Name	Sector	Indicative Allocation (in USD)
VAN	2025	Enduring Fiscal Position Program (Subprogram 1)	PSM	20M
		Northern Provinces Hospital and Treatment Project	HLT	10M
	2026	Disaster-Resilient Renewable Energy Development Project	ENE	10M
		Enhancing Climate and Disaster Resilience in the Pacific and SIDS through Water Security Mapping and Implementation of Multi-hazard Early Warning and Response Systems (MHEWRS) for Urban Service Provider	WUS	3.2M
		Finance Sector Development Program (Subprogram 2)	FIN	5M
		Financial Management Information System	PSM	3M
		Maritime Development Project	TRA	.03M
		Safeguarding and Promoting Financial Services in the Pacific	FIN	7.86M
		SEFF Activity 1	MUL	2M
		SEFF Activity 2	HLT	1M
		Vanuatu Microfinance and Resilience Development Project	FIN	17.5M

Indicative Lending Pipeline (2025–2028)

DMC	Year	Project Name	Sector	Indicative Allocation (in USD)
VAN	2027	Pacific Disaster Resilience Project (Phase 7)	PSM	10M
		Public Financial Management (Subprogram 2)	PSM	5M
		Regional Recycling Network in the Pacific	WUS	1.77M
		SEFF Activity 3		2M
	2028	Finance Sector Development Program (Subprogram 3)	FIN	5M
		Greater Port Vila Urban Resilience Project - Second Additional Financing	WUS	10M
		Supporting the Delivery of Skills Development Project (Additional Financing)	EDU	4M