

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.

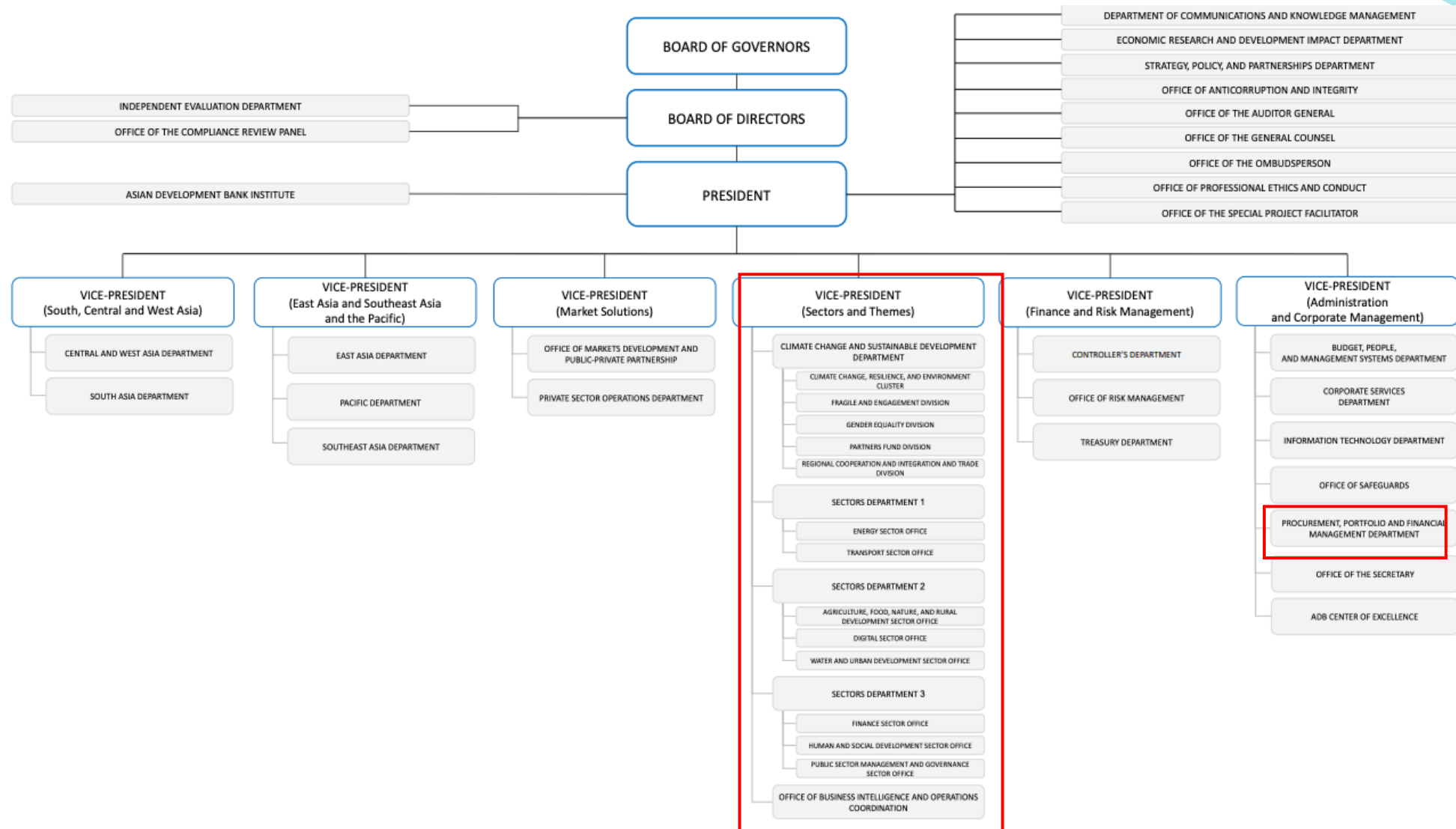
EUROPEAN REPRESENTATIVE OFFICE



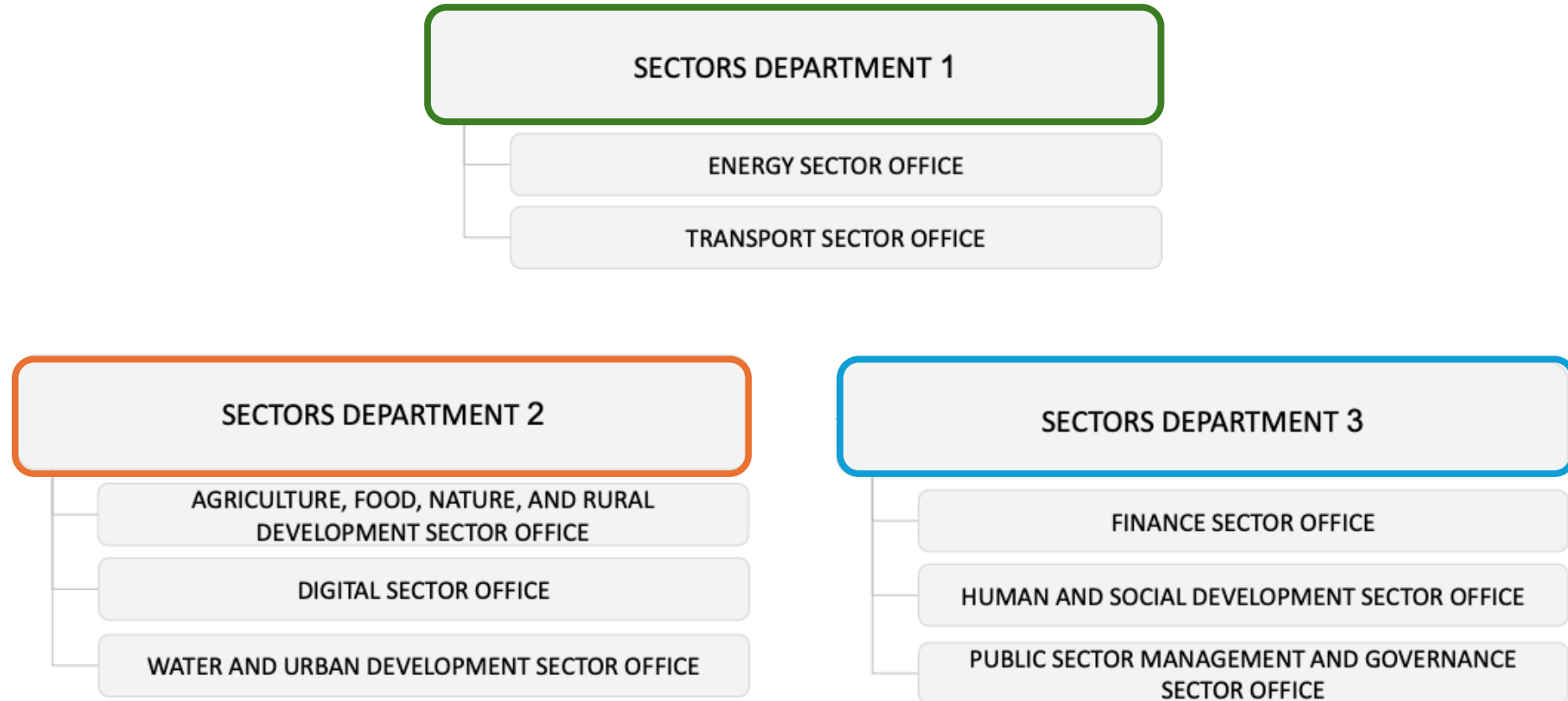
ASIAN DEVELOPMENT BANK
EUROPEAN REPRESENTATIVE OFFICE
 YEARS OF PARTNERSHIP



ADB FUNCTIONAL ORGANIZATION



SECTORS DEPARTMENTS



ABOUT ERO

- Located in **Frankfurt**, Germany.
- Opened on 11 December **1996**.
- Covers **17 countries**: Austria, Belgium, Denmark, Finland, France, Germany, Ireland, Israel, Italy, Luxembourg, Norway, The Netherlands, Portugal, Spain, Sweden, Switzerland, and the United Kingdom.

WHAT WE DO

- **CONNECT** European members with development and business opportunities/procurement in the Asia and the Pacific region.
- **PROMOTE** European engagement in ADB's operations We RAISE public awareness about ADB.
- **MOBILIZE** resources and support from the public and private sectors for ADB operations.
- **SHARE** ADB's development knowledge and experience and strengthen collaboration with academic institutions.
- **FACILITATE** high-level dialogues delineating concrete steps in our collaboration with European member countries.
- **SUPPORT** ADB Senior Management on their engagements in Europe.

EUROPEAN REPRESENTATIVE OFFICE

WHO WE ARE



Michiko Suga
Representative



Seung Min Lee
Deputy Representative



Aditi Bhattacharya
Investment Specialist



Daniel Pecina-Lopez
External Relations and
Communications Specialist



Milan Singh
Associate Administration and
Communications Coordinator



Sayed Shaiq Bader
Senior Administration and
Communications Assistant

ERO SUPPORT FOR ADB PROCUREMENT

UK- Business Opportunities Roadshow
14-18 July 2025



Business Opportunities Forum at ADB, Manila
16-18 September 2025



Italy - Agrifood Business Opportunities Roadshow
6-10 October 2025



Italy - Health Business Opportunities Roadshow
22-26 September 2025



Spain - Digital Business Opportunities Roadshow
27-28 October 2025



ERO SUPPORT FOR ADB PROCUREMENT

Netherlands - Water Business Opportunities
Q1 2024



Spain - Water Business Opportunities
April 2024



Portugal - Water Business Opportunities
April 2024



UK- Business Opportunities
18-23 August 2024



Italy – Codeway Expo



Ireland - Agriculture Business Opportunities
16-20 September 2024



SWITZERLAND - ADB PROCUREMENT

Switzerland's Share of Procurement Contracts for Loan, Grant, and Technical Assistance Projects

Item	Goods, Works, and Related Services	
	Amount (\$ million)	% of ADB Total
2023	7.85	0.06
2024	1.13	0.01
Cumulative (as of 31 Dec 2024)	411.15	0.15

Item	Consulting Services	
	Amount (\$ million)	% of ADB Total
2023	4.53	0.81
2024	1.36	0.28
Cumulative (as of 31 Dec 2024)	349.38	2.10

Item	Total Procurement	
	Amount (\$ million)	% of ADB Total
2023	12.38	0.09
2024	2.49	0.02
Cumulative (as of 31 Dec 2024)	760.53	0.26

Top 5 Contractors/Suppliers from Switzerland Involved in Goods, Works, and Related Services Contracts under ADB Loan and Grant Projects, 1 January 2020–31 December 2024

Contractor/Supplier	Sector	Contract Amount (\$ million)
Matisa Matériel Industriel S.A.	TRA	6.78
Takeda Pharmaceuticals International AG	HLT	5.40
Schwihag AG	TRA	4.88
THG Technik Handels Gesellschaft AG	WUS	3.56
Assaia International Centre AG	PSM	0.59
Others		0.30
Total		21.51

HLT = health, PSM = public sector management, TRA = transport, WUS = water and other urban infrastructure and services.

Top 5 Consultants from Switzerland Involved in Consulting Services Contracts under ADB Loan, Grant, and Technical Assistance Projects, 1 January 2020–31 December 2024

Consultant	Sector	Contract Amount (\$ million)
Renardet Ingénieurs-Conseils S.A.	TRA, WUS	14.62
Business & Finance Consulting GmbH	FIN, IND	12.92
AF-Consult Switzerland Ltd.	ENE	8.41
Grütter Consulting AG	TRA	0.56
Ranas GmbH	WUS	0.28
Individual Consultants		1.97
Others		2.78
Total		41.54

ENE = energy, FIN = finance, IND = industry and trade, TRA = transport, WUS = water and other urban infrastructure and services.

FRANCE - ADB PROCUREMENT

France's Share of Procurement Contracts for Loan, Grant, and Technical Assistance Projects

Item	Goods, Works, and Related Services	
	Amount (\$ million)	% of ADB Total
2023	6.18	0.04
2024	10.53	0.08
Cumulative (as of 31 Dec 2024)	1,202.74	0.44

Item	Consulting Services	
	Amount (\$ million)	% of ADB Total
2023	19.38	3.47
2024	7.10	1.48
Cumulative (as of 31 Dec 2024)	671.79	4.05

Item	Total Procurement	
	Amount (\$ million)	% of ADB Total
2023	25.56	0.18
2024	17.63	0.13
Cumulative (as of 31 Dec 2024)	1,874.53	0.65

Top 5 Contractors/Suppliers from France Involved in Goods, Works, and Related Services Contracts under ADB Loan and Grant Projects, 1 January 2020–31 December 2024

Contractor/Supplier	Sector	Contract Amount (\$ million)
Suez International	WUS	65.86
Grid Solutions S.A.S.	ENE	48.08
Gandharbpur Water Treatment SNC	WUS	14.47
Vergnet SA	ENE	7.11
VINCI Construction Grands Projets S.A.S.	WUS	5.75
Others		7.78
Total		149.05

ENE = energy, WUS = water and other urban infrastructure and services.

Top 5 Consultants from France Involved in Consulting Services Contracts under ADB Loan, Grant, and Technical Assistance Projects, 1 January 2020–31 December 2024

Consultant	Sector	Contract Amount (\$ million)
Egis Group	ANR, TRA, WUS	64.01
Sofreco Group	ANR, EDU, ENE	10.23
Safège S.A.S.	WUS	6.12
Seureca	WUS	4.79
Groupe Huit S.A.S.	ANR, WUS	4.76
Individual Consultants		9.71
Others		21.83
Total		121.45

ANR = agriculture, natural resources, and rural development; EDU = education; ENE = energy; TRA = transport; WUS = water and other urban infrastructure and services.

PORTUGAL - ADB PROCUREMENT

Portugal's Share of Procurement Contracts for Loan, Grant, and Technical Assistance Projects

Item	Goods, Works, and Related Services	
	Amount (\$ million)	% of ADB Total
2023	-	-
2024	-	-
Cumulative (as of 31 Dec 2024)	-	-

Item	Consulting Services	
	Amount (\$ million)	% of ADB Total
2023	0.55	0.10
2024	0.39	0.08
Cumulative (as of 31 Dec 2024)	11.56	0.07

Item	Total Procurement	
	Amount (\$ million)	% of ADB Total
2023	0.55	0.00
2024	0.39	0.00
Cumulative (as of 31 Dec 2024)	11.56	0.00

- = nil, 0.00 = less than 0.005.

Top 5 Consultants from Portugal Involved in Consulting Services Contracts under ADB Loan, Grant, and Technical Assistance Projects, 1 January 2020–31 December 2024

Consultant	Sector	Contract Amount (\$ million)
Individual Consultants		2.10
Total		2.10

SPAIN - ADB PROCUREMENT

Spain's Share of Procurement Contracts for Loan, Grant, and Technical Assistance Projects

Item	Goods, Works, and Related Services	
	Amount (\$ million)	% of ADB Total
2023	31.05	0.22
2024	10.05	0.08
Cumulative (as of 31 Dec 2024)	1,304.24	0.48

Item	Consulting Services	
	Amount (\$ million)	% of ADB Total
2023	5.77	1.03
2024	6.52	1.36
Cumulative (as of 31 Dec 2024)	263.69	1.59

Item	Total Procurement	
	Amount (\$ million)	% of ADB Total
2023	36.82	0.25
2024	16.56	0.13
Cumulative (as of 31 Dec 2024)	1,567.92	0.54

Top 5 Contractors/Suppliers from Spain Involved in Goods, Works, and Related Services Contracts under ADB Loan and Grant Projects, 1 January 2020–31 December 2024

Contractor/Supplier	Sector	Contract Amount (\$ million)
Intecsa Ingeniería Industrial S.A.	ENE	434.55
Urbaser S.A.U.	WUS	77.60
Levantina Ingeniería y Construcción S.L.	TRA	41.10
ArcelorMittal España, S.A.	TRA	9.73
Kobbeco S.A. - High Line Division S.L. (JV)	ENE	3.39
Others		2.75
Total		569.10

ENE = energy, JV = joint venture, TRA = transport, WUS = water and other urban infrastructure and services.

Top 5 Consultants from Spain Involved in Consulting Services Contracts under ADB Loan, Grant, and Technical Assistance Projects, 1 January 2020–31 December 2024

Consultant	Sector	Contract Amount (\$ million)
IDOM Consulting, Engineering, Architecture S.A.U.	ANR, TRA	31.09
Eptisa Servicios de Ingeniería S.L.	ANR, WUS	22.28
Mercados Aries Internacional S.A.	ENE	6.81
OCA Global Consulting and Technical Advisory Services S.L.U.	ENE, WUS	6.07
MRC Consultants and Transaction Advisers S.L.	ENE	1.98
Individual Consultants		7.17
Others		2.86
Total		78.25

ANR = agriculture, natural resources, and rural development; ENE = energy; TRA = transport; WUS = water and other urban infrastructure and services.

BELGIUM - ADB PROCUREMENT

Belgium's Share of Procurement Contracts for Loan, Grant, and Technical Assistance Projects

Item	Goods, Works, and Related Services	
	Amount (\$ million)	% of ADB Total
2023	0.35	0.00
2024	–	–
Cumulative (as of 31 Dec 2024)	90.25	0.03

Item	Consulting Services	
	Amount (\$ million)	% of ADB Total
2023	1.99	0.36
2024	0.21	0.04
Cumulative (as of 31 Dec 2024)	44.43	0.27

Item	Total Procurement	
	Amount (\$ million)	% of ADB Total
2023	2.33	0.02
2024	0.21	0.00
Cumulative (as of 31 Dec 2024)	134.68	0.05

– = nil, 0.00 = less than 0.005.

Top 5 Contractors/Suppliers from Belgium Involved in Goods, Works, and Related Services Contracts under ADB Loan and Grant Projects, 1 January 2020–31 December 2024

Contractor/Supplier	Sector	Contract Amount (\$ million)
Med Concept Europe S.A.	HLT	1.06
Total		1.06

HLT = health.

Top 5 Consultants from Belgium Involved in Consulting Services Contracts under ADB Loan, Grant, and Technical Assistance Projects, 1 January 2020–31 December 2024

Consultant	Sector	Contract Amount (\$ million)
IBF International Consulting	EDU, PSM, WUS	7.18
Individual Consultants		1.15
Total		8.33

EDU = education, PSM = public sector management, WUS = water and other urban infrastructure and services.

WHY DOING BUSINESS WITH ADB?



Gateway to new opportunities in fast growing emerging economies across multiple sectors



Availability of funds



International best practice procurement procedures



Risks related to transparency, fairness and integrity of procurement processes mitigated through ADB oversight

WHY DOING BUSINESS WITH ADB?

There are two distinct types of procurement where ADB is involved:

1. Procurement under its technical assistance projects where ADB procures and signs contracts; and
2. Borrower administered procurement where the government procures and signs contracts.

Technical Assistance

(ADB Administered)

Provided to governments, but contracts are procured and managed by ADB

Mostly consulting services (feasibility studies, due diligence, knowledge work)

Contracts signed by ADB, subject to English law

Consultants have some privileges & immunities when in project country

Loans and Grants

(Borrower Administered)

Provided to and managed by Governments

Procurement of Works, Goods and Services

Government does procurement (ADB oversight)

Contracts signed by Government, subject to local laws

WHY DOING BUSINESS WITH ADB?

Roles of ADB, Borrower, Suppliers when the government is procuring:

- 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

**Goods, works
& services
providers**



GOALS OF ADB's 2026 REFORMS

NOTE: The 2026 reforms are primarily focused on contracts subject to international advertisement but can be applied across ADB's entire portfolio of projects.

Enhance Competition



- Early market engagement with suppliers before bidding
- Market-facing contract terms & conditions
- Transparency promoted through beneficial ownership declarations

Improve Quality



- Use of quality-focused evaluation methods (merit-point criteria – MPC) on large contracts
- Enhance borrower capacity to procure effectively
- Promote collaborative forms of contracting

Promote Sustainability

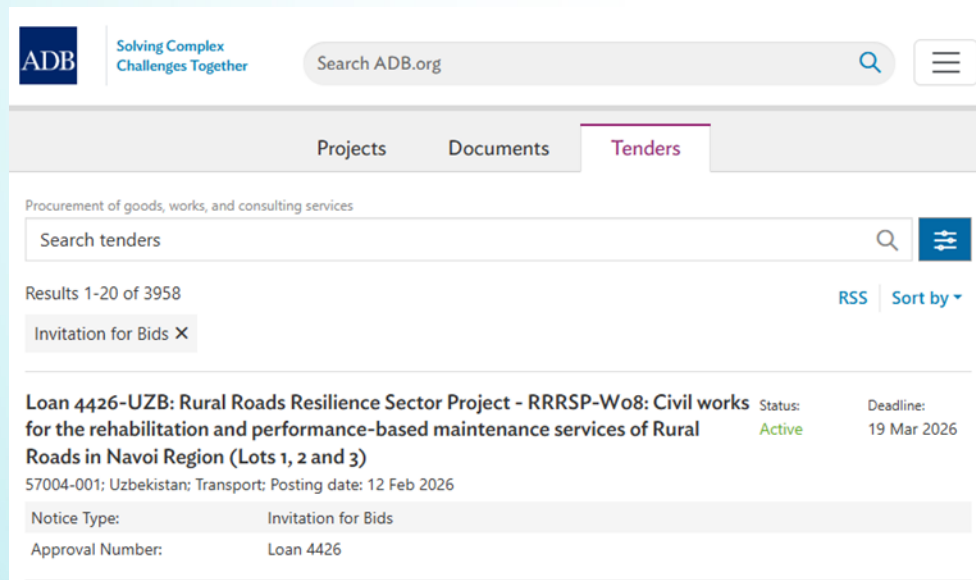


- Support local job creation through procurement
- Build skills development pathways into contracts
- Provide evaluation scores to firms proposing sustainable approaches
- Incorporating O+M considerations

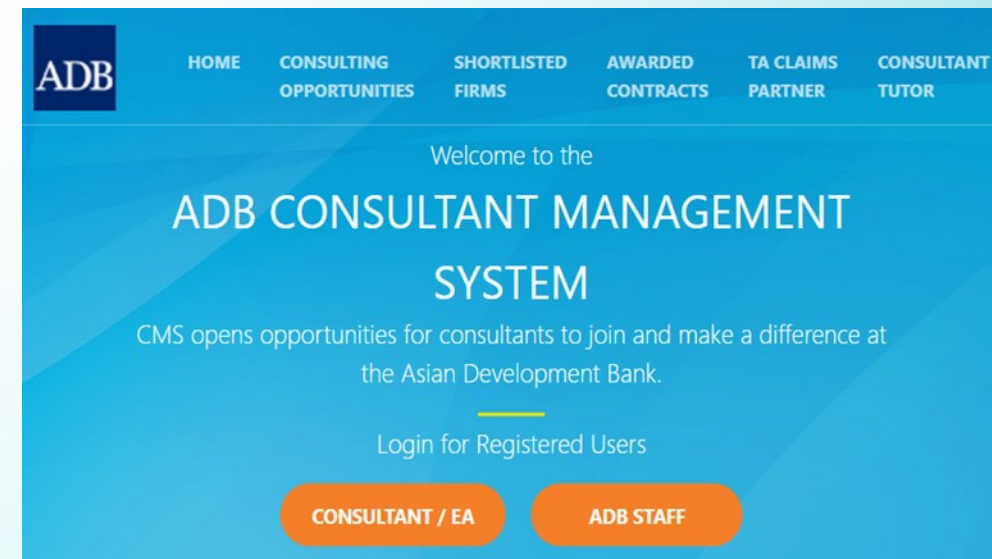
GOALS OF ADB's 2026 REFORMS

Goods, Works, non-consulting services, and consulting services

- All international tenders are advertised on ADB's main website (<https://www.adb.org/projects/tenders>).
- You can sign up for alerts at <https://alerts.adb.org>
- Additionally, ADB's consultant management system (CMS) is used to procure all consulting services contracts signed by ADB and advertise other contracts procured by our developing members (<https://cms.adb.org>).

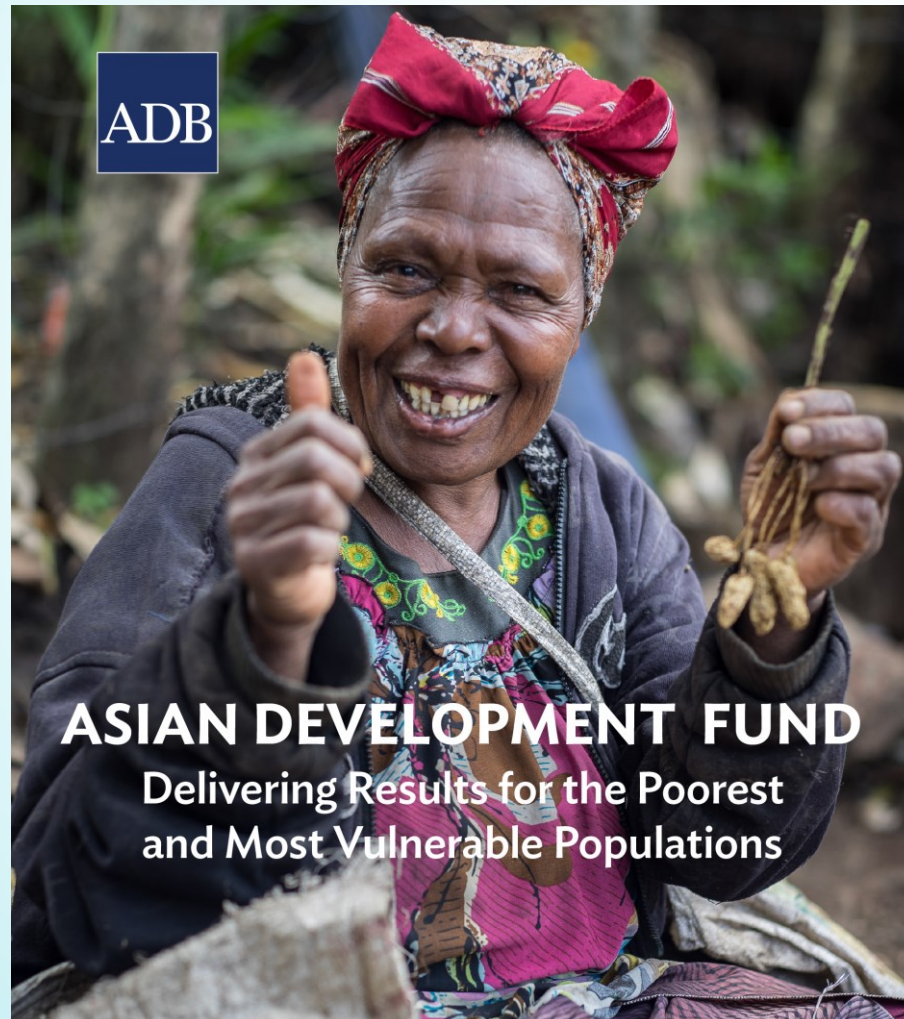


The screenshot shows the ADB.org website with the 'Tenders' tab selected. The page displays search results for 'Procurement of goods, works, and consulting services'. The first result is for 'Loan 4426-UZB: Rural Roads Resilience Sector Project - RRRSP-Wo8: Civil works for the rehabilitation and performance-based maintenance services of Rural Roads in Navoi Region (Lots 1, 2 and 3)'. The status is 'Active' and the deadline is '19 Mar 2026'. The notice type is 'Invitation for Bids' and the approval number is 'Loan 4426'.



The screenshot shows the ADB Consultant Management System (CMS) homepage. The header includes navigation links: HOME, CONSULTING OPPORTUNITIES, SHORTLISTED FIRMS, AWARDED CONTRACTS, TA CLAIMS PARTNER, and CONSULTANT TUTOR. The main content area welcomes users to the CMS and states: 'CMS opens opportunities for consultants to join and make a difference at the Asian Development Bank.' Below this, there is a 'Login for Registered Users' section with two buttons: 'CONSULTANT / EA' and 'ADB STAFF'.

ASIAN DEVELOPMENT FUND



DURING THE ADF 13 PERIOD (2021–2024)

- 384,000 people** helped to emerge from poverty (based on \$2.15 per day poverty line)
- 501,300 jobs** generated, including 84,280 skilled jobs for women
- 2.5 million people** benefited from improved services in urban areas
- 962,000 people** benefited through strengthened environmental conservation, restoration, and/or enhancement, including through pollution control and supporting the water–food–energy security nexus
- 1.5 million people** benefited from increased rural investment

ADF 14 (2025–2028): FAST FACTS

RESOURCE AVAILABILITY

- \$5 billion replenishment**
Substantial increase from \$4.1 billion in ADF 13 cycle (2021–2024)
- Strong partnership**
\$2.6 billion (ADF donors) + \$1.6 billion (ADB income transfers) + \$0.8 billion (other sources)
- Largest-ever grant volumes**
\$4 billion in total ADF grants available, from \$3.2 billion in ADF 13
- Leveraging concessionality**
\$8 in grants and concessional loans for every \$1 in donor contributions

STRATEGIC DIRECTIONS

- Focus on the poorest and most vulnerable developing member countries**
- Targeted support for small island developing states and countries in crisis**
- Thematic priorities**
including responsible environmental management, regional cooperation and integration, regional public goods, supporting women and girls, and private sector development

Learn more at www.adb.org/adf



ASIAN DEVELOPMENT BANK
EUROPEAN REPRESENTATIVE OFFICE
YEARS OF PARTNERSHIP