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# Business Outreach Session

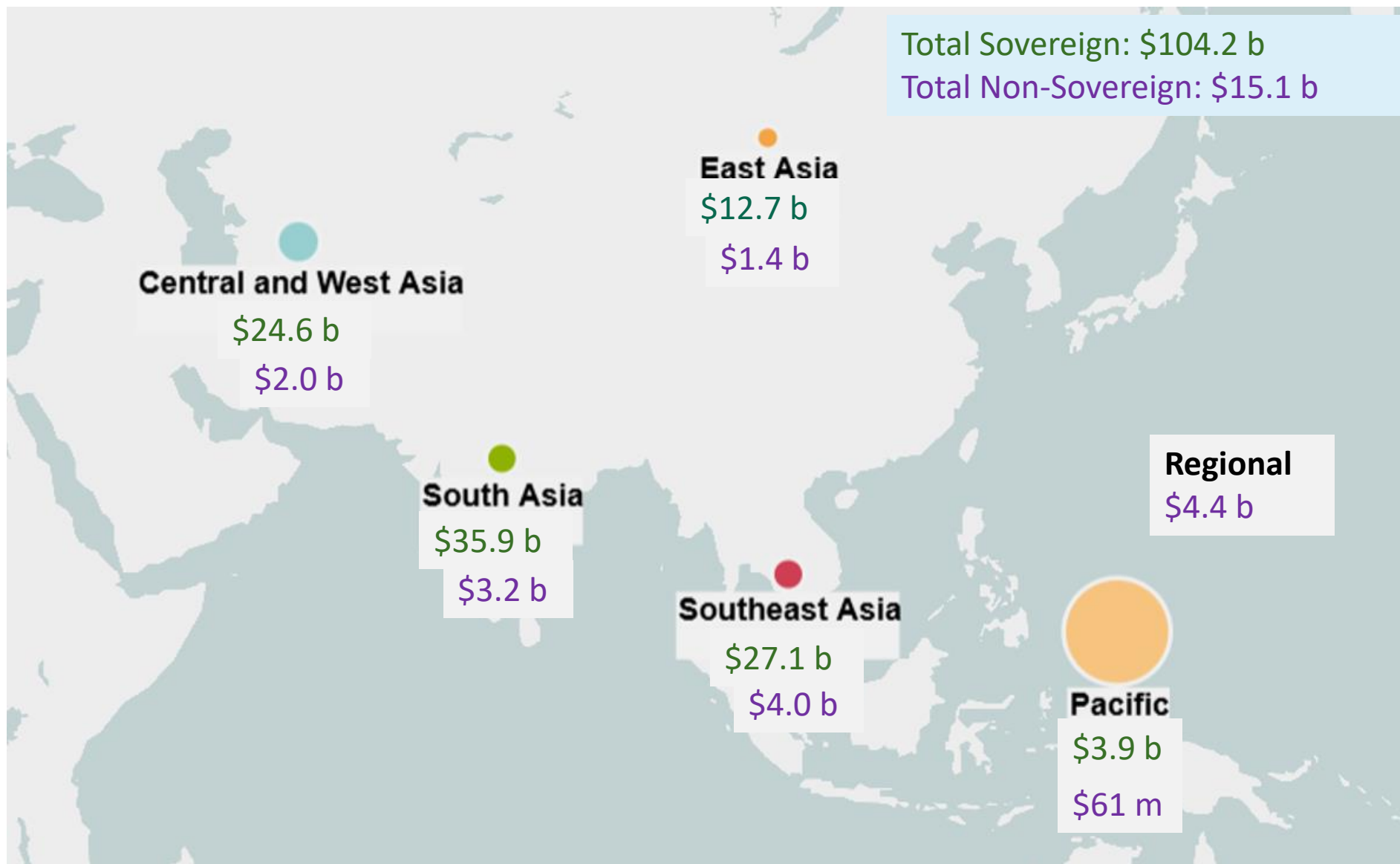
Auckland, New Zealand

27 March 2026

Jenny Yan Yee Chu  
Senior Procurement Specialist

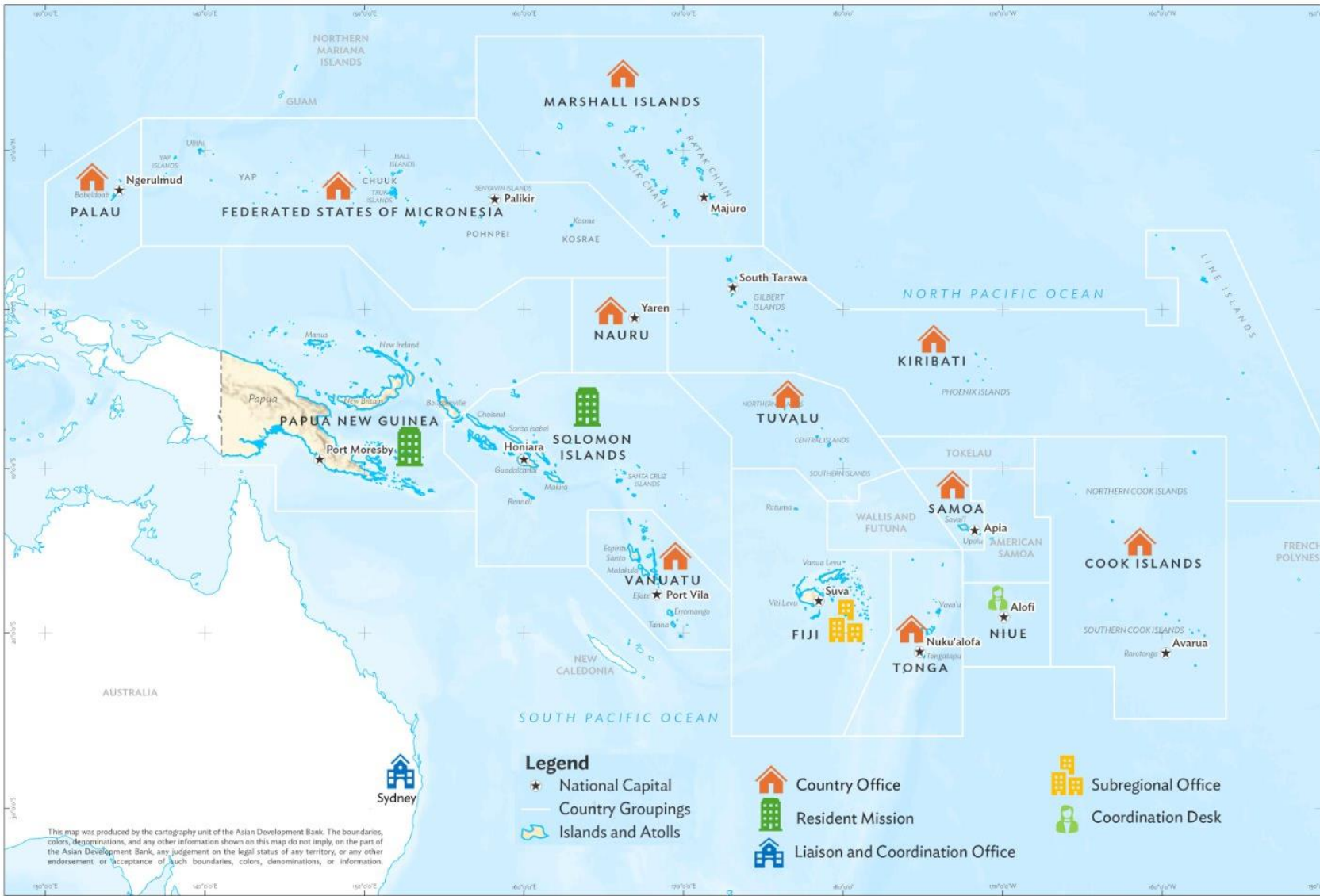


# ADB Active Portfolio totals \$119 billions



Source: ADB (2026)

# ADB Field Presence in the Pacific



# Project impact – some examples (on-going)

## Maritime connectivity

- US\$83M Nuku'alofa Port Upgrade project in Tonga with main contractor McConnell Dowell
- US\$84M in upgrading outer-island harbors in Tuvalu with Australia Infrastructure Financing Facility for the Pacific (AIFFP). Hall Construction is the main contractor
- Honda Heavy Industries supplied the *Manu Sina*, shipping vessel, for Tuvalu (\$30 million)

## Disaster prevention and mitigation

- US\$146M investment in Samoa for Alaoa Multipurpose Dam and Vaisango River flood protection projects

## Water access for rural and urban communities

- US\$180M support to Fiji with European Investment Bank and the Green Climate Fund to build Viria water treatment plant. Spanish firm Miya is engaged through performance-based contract
- US\$135M for wastewater treatment for Suva population in Fiji

## Health care

- US\$30M with New Zealand to set up a new hospital in Betio in Kiribati, contractor is Reeves.
- US\$142M with Government of Australia in Papua New Guinea for rural health service delivery (through two phases 52 rural health facilities and 3 district hospitals)

## Clean Energy

- US\$240M with Green Climate Fund and bilateral partners including Australia, New Zealand, UAE, Republic of Korea to construct Tina Hydropower in Solomon Islands. The 15 MW hydropower plant will be developed under a Build-Operate-Own-Transfer arrangement by Korea Water Resources Corporation and Hyundai Engineering.

# Pacific Business Opportunities



**\$3,927 m**

**Active Portfolio**



**\$3,615 m**

**2026-2028 Program**



**\$624 m**

**Procurement Pipeline  
(2026-2027)**

# Upcoming Business Opportunities in the Pacific

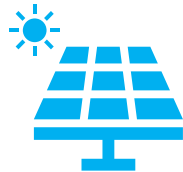


## Transport

Construction of bridges, roads, ports, infrastructure and systems upgrade

Consulting services for construction supervision

**Estimated Transaction Value: \$135 m**



## Energy

Construction of solar power plants, battery energy storage systems.

Supply of electric vehicles, generators, smart meters, charging station, upgraded SCADA

**Estimated Transaction Value: \$126 m**



## Water & Urban Development

Construction of water treatment plants, sewerage systems, water supply networks, sanitation and solid waste, storage reservoir

**Estimated Transaction Value: \$191 m**



## Agriculture

Construction of dam for flood management and hydropower

Consulting services for biodiversity, flood management, project management

**Estimated Transaction Value: \$75 m**



## Human & Social Development

Construction of hospital, referral laboratory, health centers, school buildings, training centers

Consulting requirements for design and construction supervision

**Estimated Transaction Value: \$92 m**



## Finance and Public Sector Management

Consulting services for financial access, financial inclusion, digital finance, IT platform development, tax policy, budget and financial management

**Estimated Transaction Value: \$5 m**

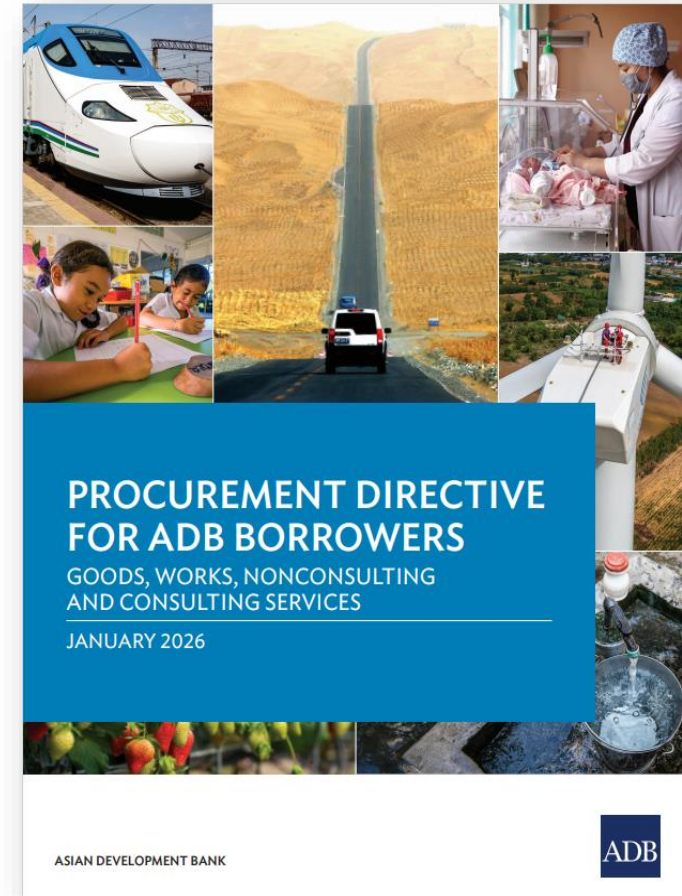
# Type of ADB Operations Procurement

1. Consulting Services (individual / firm)
  - ADB administered (Technical Assistance)
  - EA administered (Loan/Grant)
2. Goods Supply (mostly EA administered)
3. Works (mostly EA administered)
4. Non-Consulting Services (mostly EA administered)

Note: EA = Executing Agency (i.e. Borrower/Grant receiving Government)

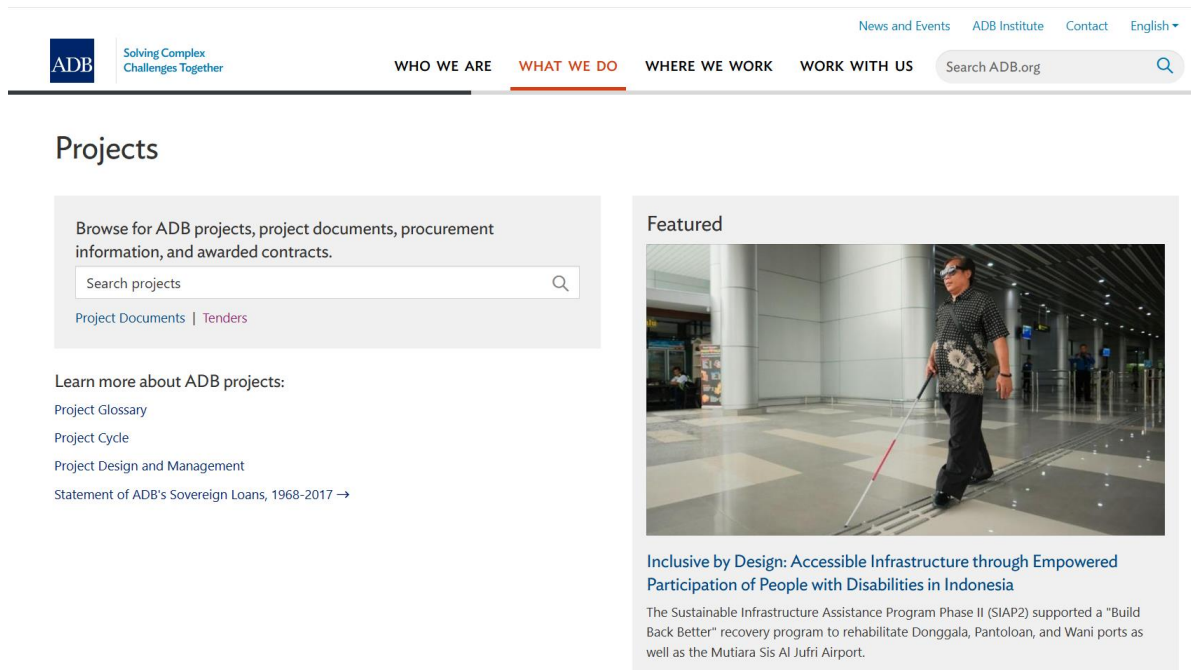
# Key procurement changes

- **Quality (Value for Money)**
  - Mandatory use of **merit point criteria (MPC)**.
- **Local Content**
  - Half of person days worked by local labor
  - Part of MPC scoring
  - Skills development pathway, through **Build4Skills**
- **Market Engagement**
  - **Early engagement** for international contracts
  - **Regional BOS** in Q2, 2026
- **Shortlisting and Competitive Dialogue**
- **Demand Aggregation**
  - Pacific roster for DED/CSC Services with WB
  - Regional procurement, when possible

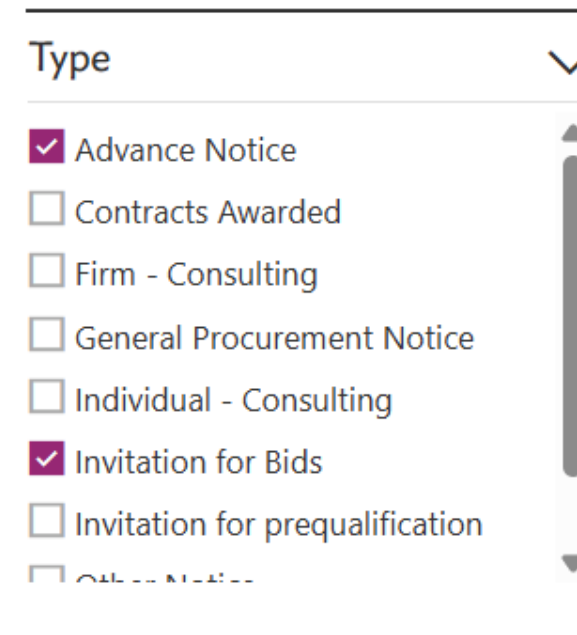


# Where to access ADB's procurement notices?

- Go to: <https://www.adb.org/>
- Select **"What we do"** then click on **"Tenders"**
- Filter document type by selecting **"Advance Notice"** and **"Invitation for Bids"**



The screenshot shows the ADB website's 'Projects' section. At the top, there is a navigation bar with links for 'News and Events', 'ADB Institute', 'Contact', and 'English'. Below this, the 'WHAT WE DO' tab is selected. A search bar is present with the text 'Search ADB.org'. The main content area is titled 'Projects' and includes a search box for projects, project documents, and tenders. There are also links for 'Project Documents' and 'Tenders'. Below the search box, there is a section for 'Learn more about ADB projects:' with links to 'Project Glossary', 'Project Cycle', 'Project Design and Management', and 'Statement of ADB's Sovereign Loans, 1968-2017'. A 'Featured' section displays an image of a man using a white cane in an airport terminal, with the caption 'Inclusive by Design: Accessible Infrastructure through Empowered Participation of People with Disabilities in Indonesia'. The text below the image describes the Sustainable Infrastructure Assistance Program Phase II (SIAP2) supporting a 'Build Back Better' recovery program for ports and an airport in Indonesia.



The screenshot shows a filter dropdown menu for document types. The dropdown is open, showing a list of options with checkboxes. The 'Advance Notice' and 'Invitation for Bids' options are checked, while the others are unchecked. The options are: 'Advance Notice', 'Contracts Awarded', 'Firm - Consulting', 'General Procurement Notice', 'Individual - Consulting', 'Invitation for Bids', 'Invitation for prequalification', and 'Other Notices'. A vertical scrollbar is visible on the right side of the dropdown.

# 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](#)

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



# INFRASTRUCTURE

# PACIFIC





**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**



# PACIFIC INFRASTRUCTURE ROADSHOW

Summary of the Regional Infrastructure  
Opportunity



# DRIVING DEEPER VISIBILITY OF UPCOMING INFRASTRUCTURE PROJECTS



**1. What is a consolidated infrastructure pipeline and what are we trying to achieve**



**2. Summary of the consolidated infrastructure pipeline outputs**



**3. How to follow what happens next?**

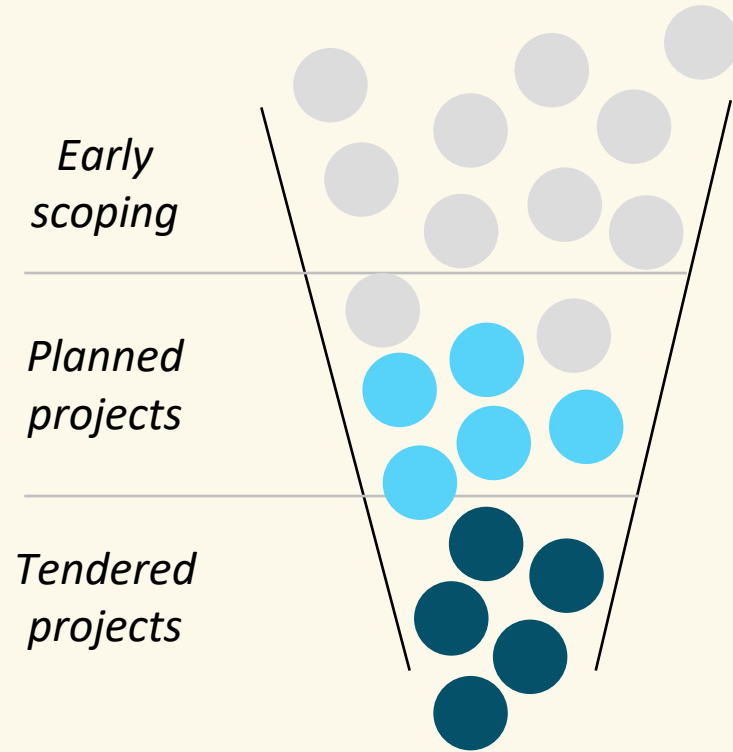


# 1. What is a consolidated infrastructure pipeline and what are we trying to achieve?

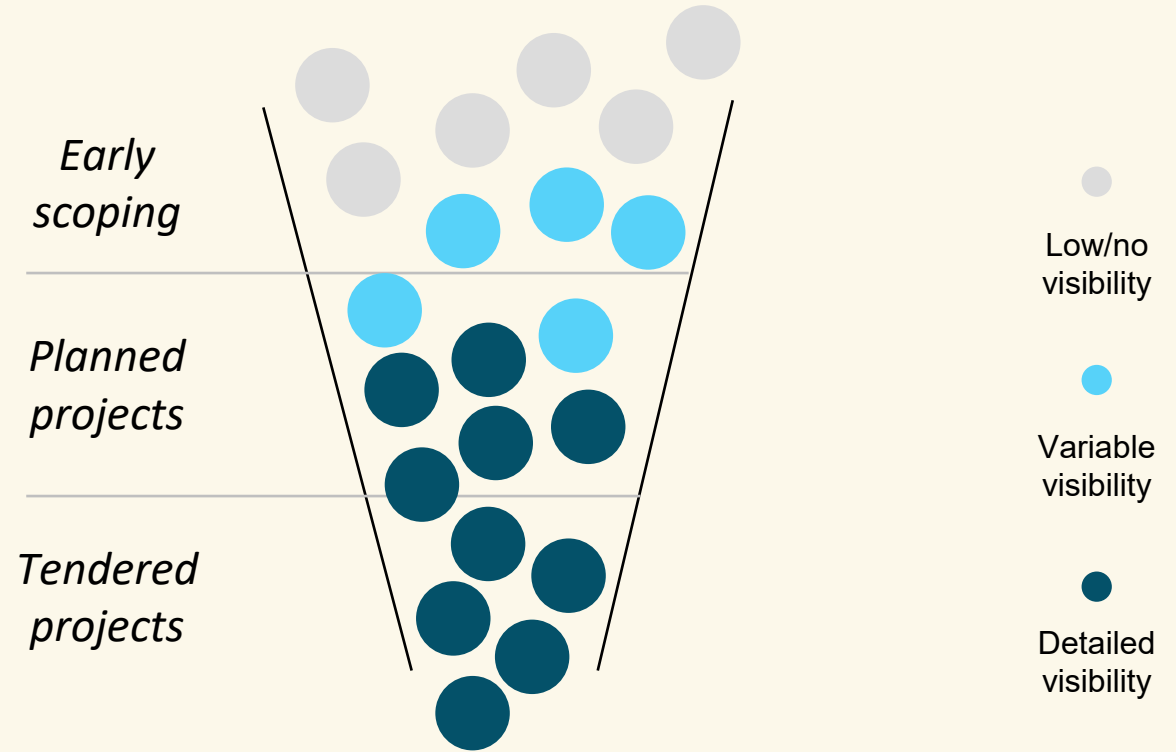
## WHAT ARE WE TRYING TO ACHIEVE?

The consolidated pipeline pilot is trying to answer a key question of bidders:  
**What projects are funded and when are they happening?**

Historical pipeline visibility:



Current pipeline visibility:





# 1. What is a consolidated infrastructure pipeline and what are we trying to achieve?

## WHAT IS INCLUDED IN THE PIPELINE?

### Who is included in the pipeline:

<b>ADB</b>	<b>World Bank</b>	<b>DFAT/AIFFP</b>
<b>Defence*</b>	<b>EU/EIB</b>	<b>MFAT</b>

### What is included:

<b>Country</b>	<b>Lead funding agency</b>	<b>Type of procurement</b> <i>Capital works, Consulting, Equipment, Maintenance</i>
<b>Project and package title</b>	<b>Indicative value</b>	<b>Go-to-market approach</b> <i>Open tender, Limited tender</i>
<b>Current status</b>		<b>Where to get more information</b>



## 1. What is a consolidated infrastructure pipeline and what are we trying to achieve?

# NO PIPELINE IS PERFECT

1

The consolidated pipeline **is not exhaustive and does not intend to be**

2

Projects and packages are only included where the partner is confident of an indicative procurement timetable – and **they are still subject to change**

3

Procuring agencies have differing databases, **making extracting all required data challenging**



## 2. Summary of the consolidated infrastructure pipeline outputs

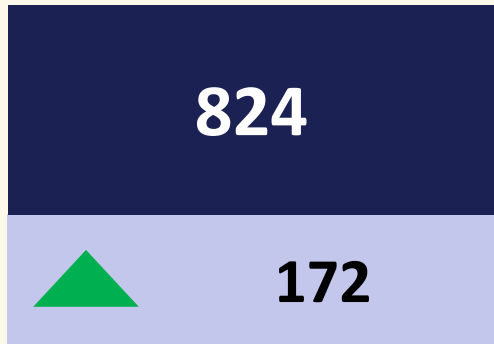
# HIGH LEVEL OUTPUTS OF THE MARCH 2026 PIPELINE

Note: Defence excluded



in package value

variance from August 2025



in # of packages

variance from August 2025



**Capital works – 270 packages**



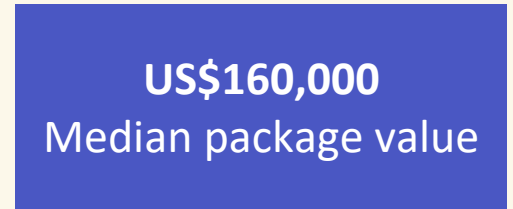
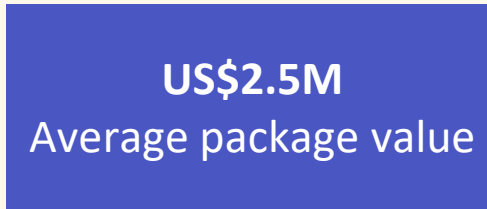
**Equipment – 129 packages**



**Consulting – 375 packages**



**Other – 50 packages**





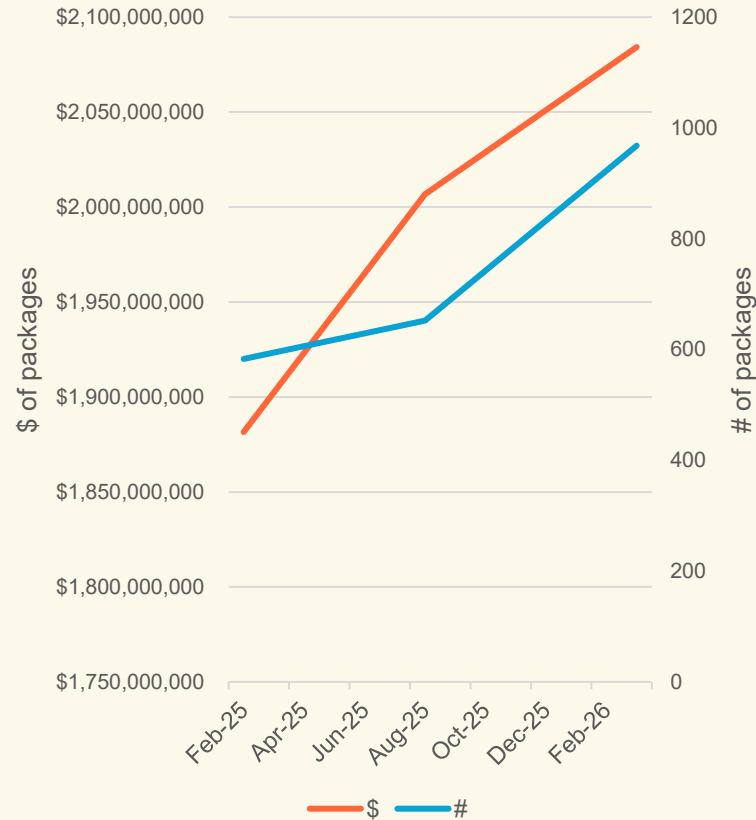
## 2. Summary of the consolidated infrastructure pipeline outputs

# 2025 TO 2026 - WHAT'S CHANGED?

**11% package value increase from Feb 2025 to Mar 2026**

**41% package volume increase from Feb 2025 to Mar 2026**

**ADB is funding roughly 40% of the total regional pipeline**



### A selection of large upcoming tenders

**\$130M to \$180M**  
Lae Port Upgrades (AIFFP)

**\$105M**  
Operate-Design-Build of Kinoya Wastewater Treatment Plant (ADB)

**\$85M**  
Civil Works for Cassidy Airport and London Town Roads (World Bank)

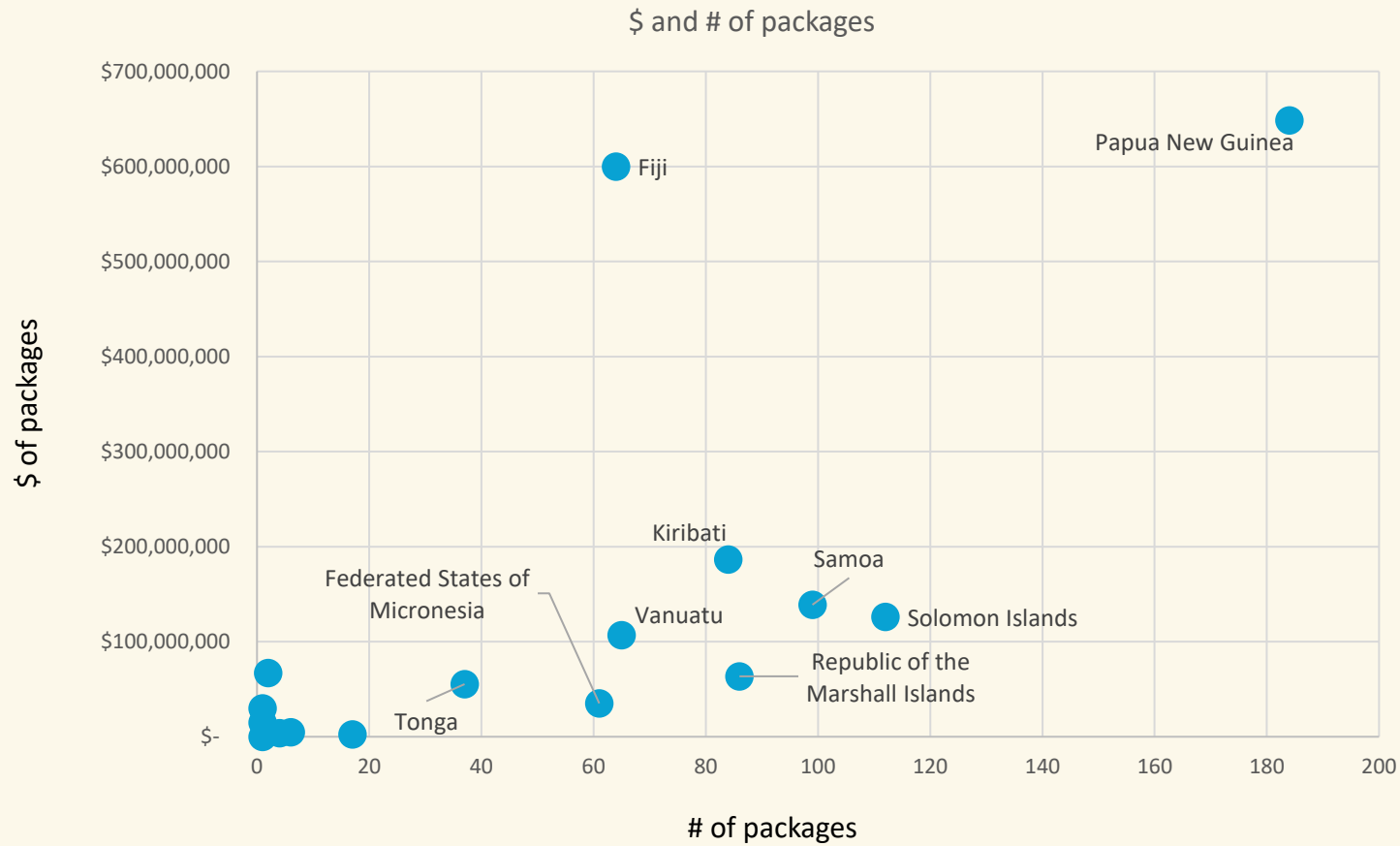
**\$66M**  
Alaoa Multipurpose Dam (ADB)





## 2. Summary of the consolidated infrastructure pipeline outputs

# HIGH LEVEL OUTPUTS BY MARKET



### Key highlights

**\$230m has been added to the Fijian pipeline, highlighted by Kinoya Wastewater Treatment Plant**

**Tokelau has been added to the pipeline for the first time, with a \$30m package through MFAT**

**Papua New Guinea remains the most prominent infrastructure investment destination despite a pipeline decrease of \$172m**

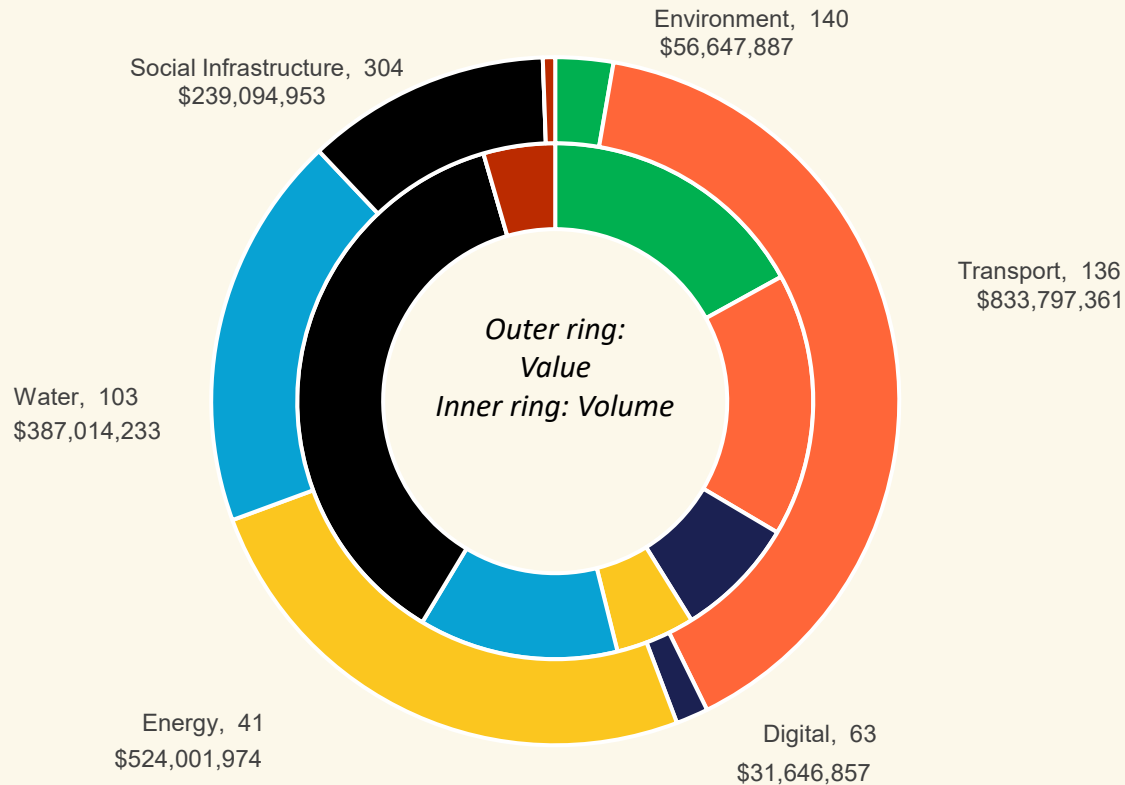




## 2. Summary of the consolidated infrastructure pipeline outputs

# HIGH LEVEL OUTPUTS BY SECTOR

### Package volume and value by sector



### Key highlights

Four sectors dominate the value of upcoming packages in the Pacific – **transport (land, sea, air), energy, social infrastructure and water**

**While Energy has relatively few packages, the average package value is \$13m, significantly higher than other sectors**

**Social infrastructure has increased by 25% since August, while Digital investment has doubled**





## 2. Summary of the consolidated infrastructure pipeline outputs

# FUNDING SOURCE AND APPROACH TO MARKET

### Lead funding source

### Go to market approach

August 2025

March 2026

Variance

\$ of packages

\$ of packages

\$ of packages

World Bank	\$ 243M	\$ 298M	\$ 55M
DFAT (AIFFP)	\$ 350M	\$ 444M	\$ 94M
EU / EIB	\$ 453M	\$ 452M	-\$ 1M
MFAT	\$ 23M	\$ 56M	\$ 33M
ADB	\$ 938M	\$ 834M	-\$ 103M

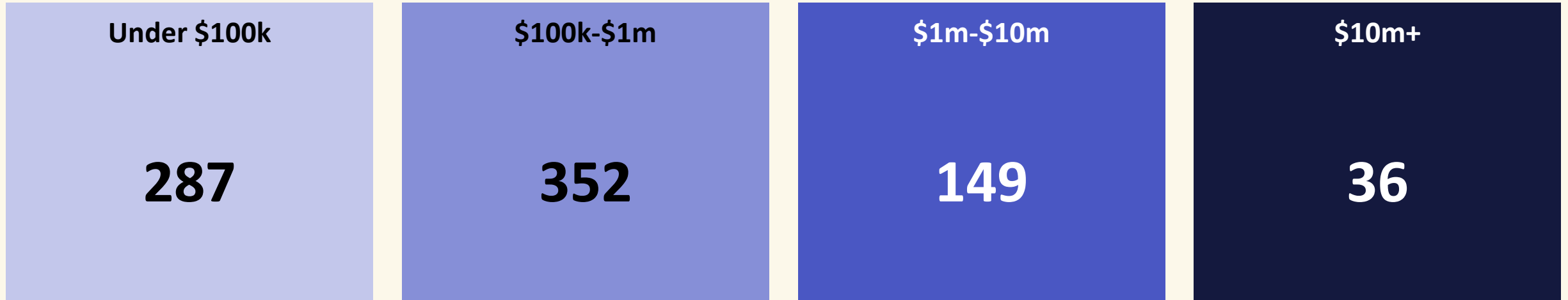
**576**  
Open tender

**248**  
Limited tender



## 2. Summary of the consolidated infrastructure pipeline outputs

# PACKAGE VALUE IN DETAIL



### 3. How to follow what comes next?

# LAUNCHING THE PACIFIC INFRASTRUCTURE WEBSITE



A screenshot of the Pacific Infrastructure website's homepage. The top navigation bar includes 'PROJECTS', 'CONTRACTORS', 'ABOUT', and 'CONTACT'. The main content area is divided into four large, semi-circular buttons: 'ABOUT' (blue), 'FIND PROJECTS' (yellow), 'CONTACT' (dark blue), and 'FIND CONTRACTORS' (orange). Below these buttons is a search and filter section with dropdown menus for 'Display' (PROJECTS/PACKAGES), 'Search terms' (e.g., Hydropower), 'Country' (All), 'Sector' (All), 'Funding agency' (All), 'Estimated timing' (All), 'Procurement type' (All), and 'Status' (All). A horizontal bar below the filters shows color-coded icons for sectors: Energy, Transport, Social, Water and wastewater, Solid waste, ICT, and Other. The bottom section features a map of the Pacific region with numbered markers (10, 278, 399, 5, 671, 127, 286, 12) and a 'SUMMARY' section on the right with a 'BY SE' dropdown and text indicating '1,7 Packages' and '\$4. Value (U'. A white callout box with a dark blue border is overlaid on the bottom right of the screenshot, containing the text 'Access the website' and a large QR code.

