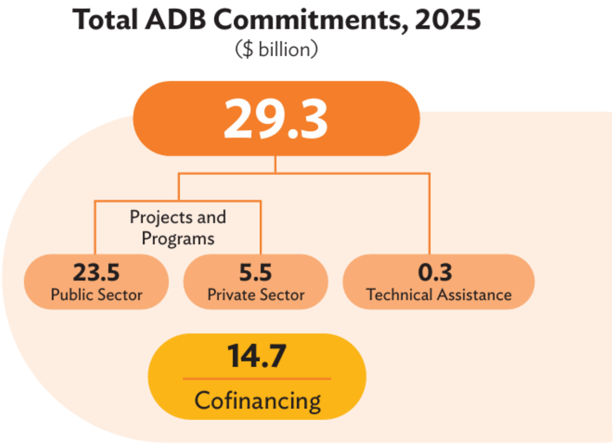
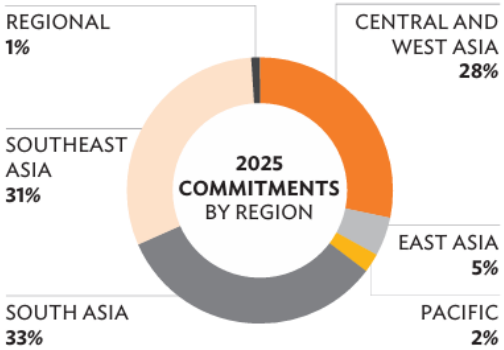
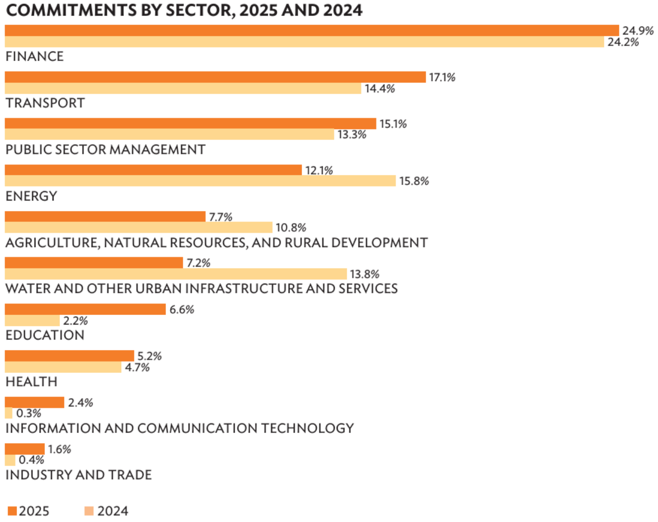
Session 1
Overview of ADB procurement and Merit Point Criteria

ADB Overall Commitments, 2025

ADB Annual Report 2025







Procurement Value and Contracts in 2025

Sovereign Operations and Technical Assistance projects

Figure 1: Value of Awarded Contracts by Procurement Type, 2025 (in US$ Billion)

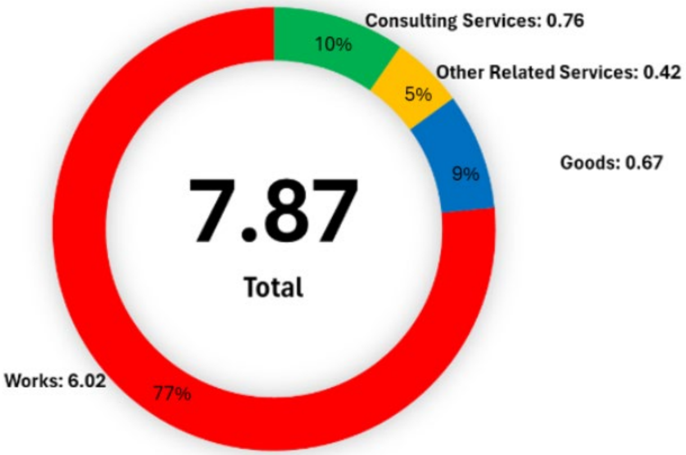
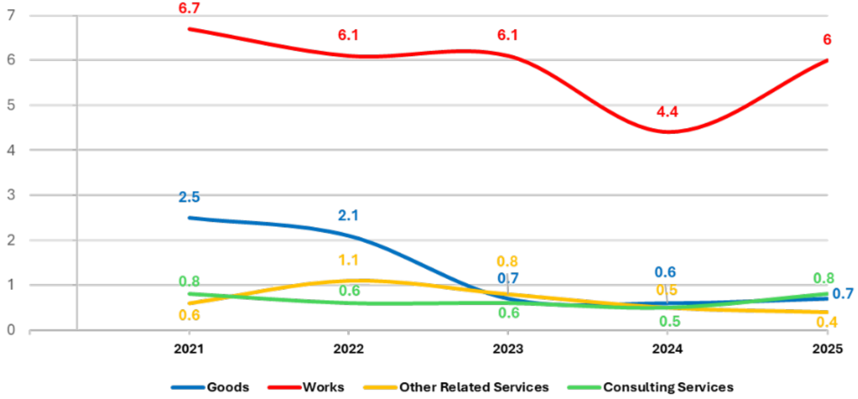


Figure 2: Total Value of Awarded Contracts by Procurement Type, 2021-2025 (in US$ Billion)



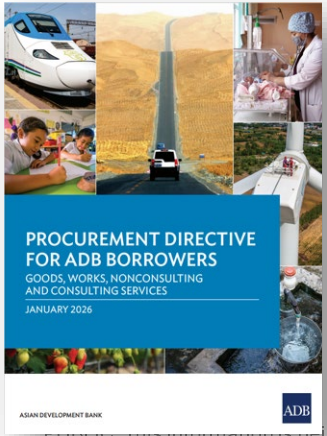
Source: Asian Development Bank

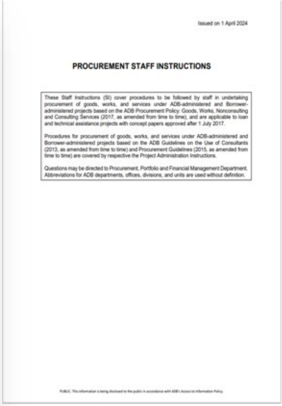
ADB Core Procurement Principles

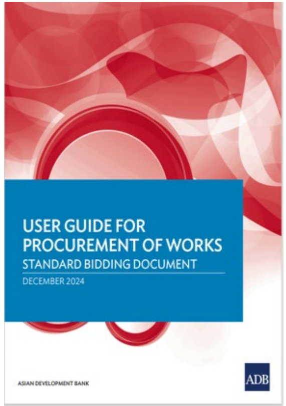
- Economy
- Efficiency
- Fairness
- Transparency
- Quality
- Value for money

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

Borrower

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

ADB

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

Providers of Goods, Works & Services

- 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

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

Procurement Directive - key

Effective on 1 January 2026

Improve Quality and Value for Money	• **Mandate Merit Point Criteria (MPC)** for contracts advertised internationally across the region • MPC technical-to-financial ratio will be based on procurement risk and contract value. This should be identified and agreed upon during the SPP stage.
Foster Economic Growth and Local Development	• Mandatory requirements (a percentage) for local labor for internationally advertised Works contracts. • For all contracts where MPC applies, a percentage of the total technical points shall be allocated to measures that further support local job creation and skills development.
Promote Innovation, Enhance Supplier Base	• Mandate Early Market Engagement for internationally advertised contracts ensuring that contractors are consulted in advance on tenders commencing.

Background of expanding the use of MPC

Quality is a core procurement principle of ADB and key consideration throughout the project and procurement cycle.

MPC allows for the qualitative aspects of a bid to be evaluated in parallel with price aspects

Many ADF* Donors at the Annual Meeting stated their expectation that ADB would mandate the use of MPC

*Asian Development Fund

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)

- Does bidder meet the qualification criteria* (Yes/No)
- Is the Technical Bid acceptable? (Yes/No)
- Is the Financial Bid acceptable? (Yes/No)
- Winner = **Lowest Bid**

Merit Point Criteria (MPC)

- Does bidder meet the qualification criteria* (Yes/No)
- Quality of Technical Bid (Score)
- Economy of Financial Bid (Score)
- Winner = **Highest Combined Score**

**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,

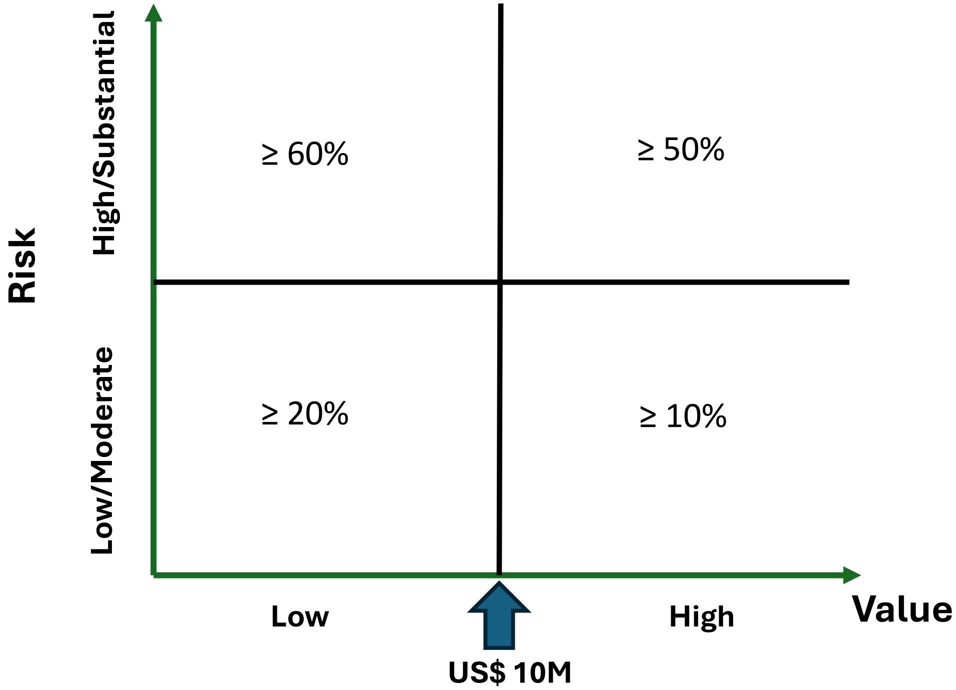
- May be used if procurement is unlikely to attract international competition.
- Decision informed by supply market, procurement risk, contract complexity & value.
- Subject to ADB approval.

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.

Technical: Financial Ratio



The minimum threshold is based on procurement risk and contract value

Contracts valued at $10M and above are considered high value for weighting purposes

Procurement Risk is assessed based on Procurement Risk Framework.

Guidance Note

Evolution of approach to MPC in ADB

ADB

2017

Ability to consider MPC
ADB Proc Policy permits contract award on basis other than price.

2020

MPC starts to be used across region
Focused roll-out of MPC across the Pacific portfolio commenced.

2024

ADF 14 commitment
MPC communicated as default method in Pacific.

2026

MPC mandate across ADB
Updated Proc. Regulations will mandate use of MPC.

Session 2
Business Opportunities Fair 2026

Value for Money: Driving Quality Infrastructure

Connect, collaborate, and grow your business— explore partnerships that deliver lasting impact and enable smarter, high-quality infrastructure investments.

21-24 SEPTEMBER 2026 ADB Headquarters, Manila

Event Outline

Four days of briefings, dialogue, and hands-on training at ADB Headquarters

DAY 0

21 Sept · Monday

Pre-Fair Registration and Booth Launch, & Pre-BOF Sessions

Briefings and presentations; Training Sessions*, Civil Society and Institutional Procurement Sessions

DAYS 1-2

22–23 Sept · Tue–Wed

Opening Plenary & Main Event

Plenary sessions, panel discussions, sector/thematic area sessions, and the participants' Networking Lounge.

Networking evening event on Day 1

DAY 3

24 Sept · Thursday

Early Market Engagement (EME) * Training/Workshop Sessions *

Market Engagement session to be delivered by the project executing agencies.
Capacity-building tracks that decode the ADB procurement framework.

* Separate registration is required.

New in 2026

Fresh activities that expand access and deepen engagement this year

FEATURED HIGHLIGHT

Early Market Engagement & Contractors’ Forum

Early access · Industry dialogue

Sector booths open early for direct access to ADB sector and thematic teams, paired with a Contractors’ Forum of industry dialogue and contract-management training.

Pre-BOF Sessions

Day 0 briefings for Civil Society, presentations by the market players, by ADB on institutional procurement etc.

Expanded Training Tracks

New sessions on the ADB Safeguards ESF, merit-point evaluation, and contract management.

Sharing the lessons from countries

A dedicated session sharing the country case studies.

Building on a Record 2025

The 2025 fair set the bar — here is what participants can expect in 2026

101	1,243	100%	40
Resource Speakers	Attendees	Satisfaction Rating	Topics Covered

Networking Lounge · One-on-one meetings with ADB experts

Who should attend

Consultants and firms, contractors, manufacturers, suppliers, NGOs and civil society, government, academia, and research institutes.

Deadline of EOI Submission: 14 August 2026