

*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.*



**ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026**

21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA

**VALUE FOR MONEY: DRIVING QUALITY INFRASTRUCTURE**

# ADB BOF 2026 Information Session

3 August 2026

Sharlene Shillingford-Mcklmon  
Principal Procurement Specialist



# Agenda



1



Introduction

2



What is BOF and 2025 highlights

3



BOF 2026 Features

4



Questions?



# What is the BOF?

- One of ADB's largest annual events, since 2009
- **One-stop** educational and networking forum for consultants, contractors, suppliers, civil society, and nongovernmental organizations (NGOs)
- **Purpose:** raise market interest in working with ADB projects as more market interest increase Value for Money for ADB DMCs
- **How?** Through sessions and meetings with ADB's sector and procurement specialists



ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026

21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA



## Key Benefits

- Learn **advantages** of ADB-financed contracts, especially as a **great way to build networks and business in Asia**
- Get an inside look at ADB's **procurement procedures**
- Learn **how to locate and bid for** business opportunities
- Get **tips on bidding strategy** and preparing winning bids
- Meet the **ADB procurement experts** who can answer procedural questions, hear complaints, and give advice
- Meet and **network with other participants** to explore areas of cooperation



ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026

21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA



# Highlights of BOF 2025

## ADB BUSINESS OPPORTUNITIES FAIR 2025 HIGHLIGHTS



1243

ATTENDEES



101

SPEAKERS



40

TOPICS



100%

RATING

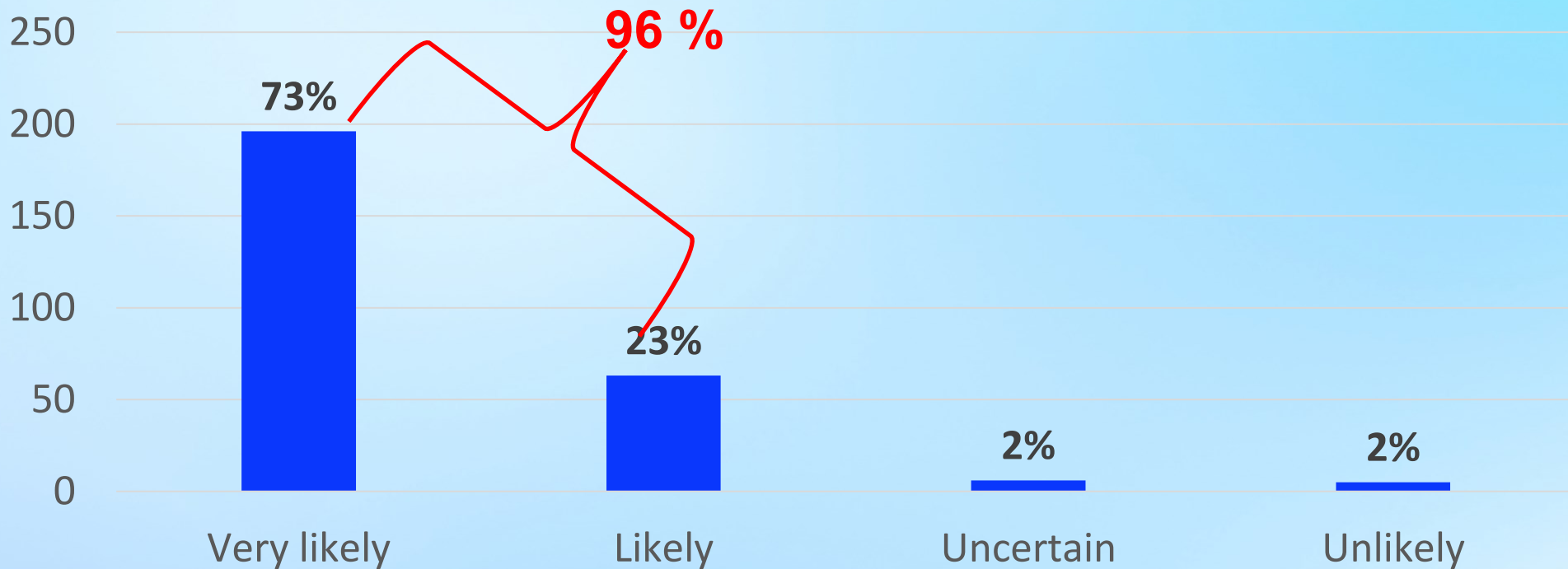


VALUE FOR MONEY: DRIVING QUALITY INFRASTRUCTURE



## Highlights of BOF 2025

How likely to actively pursue ADB Business Opportunities  
in the next 24 months





**ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026**

21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA



## BOF 2025 Opening Plenary



VALUE FOR MONEY: DRIVING QUALITY INFRASTRUCTURE



ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026

21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA



## Panel Discussions of BOF 2025



# Booth Launch





ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026

21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA



# BOF Program Features

Aside from the agenda sessions, features include:

- The ability for participants to schedule **one-on-one meetings** with ADB sector experts and procurement specialists





ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026

21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA



## BOF Program Features

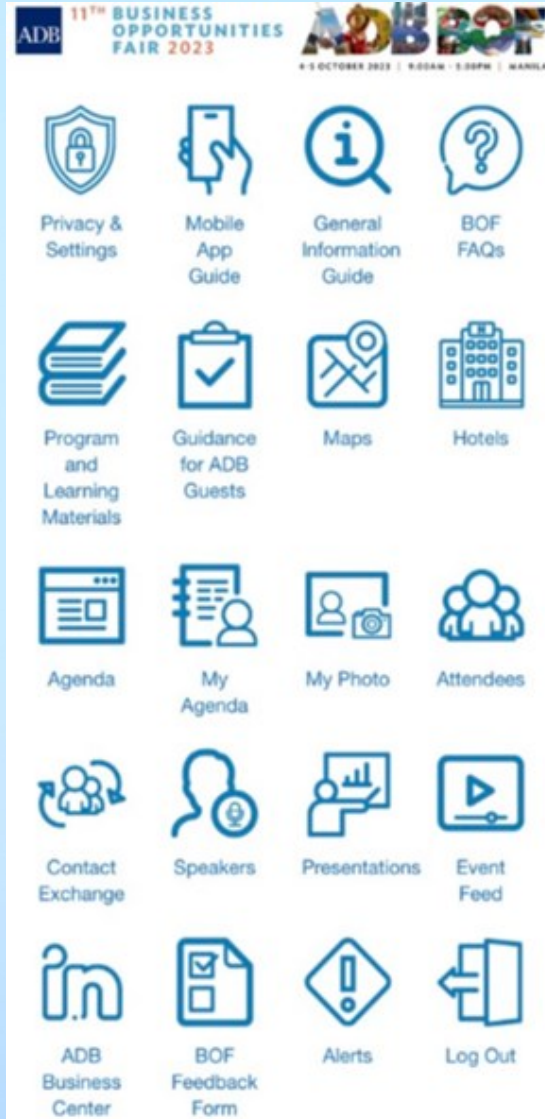
➤ A “**Networking Lounge**” is open on both days near the event rooms, where participants can meet, network, relax, work, and take refreshments.





ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026

21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA



# BOF Program Features

➤ A **mobile app** (“EventsAir”) for the event will be used, enabling participant messaging and contact exchange, livestreaming, and live Q&A



## BOF 2026 NEW Features

The agenda has been updated with the following new features:

- Pre-BOF sessions on 21 September
- Social infrastructure session for HSD will be featured
- Country stories and case studies before the closing plenary
- EME sessions before the start of the training sessions/workshops
- Dedicated contractors' forum with training on contract management
  - Workshop on Conditions of Contracts for Contractors and Project Team Leads



**ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026**

21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA



## Special 2026 FEATURES

- Consultants' forum – voices from the field
- Financial Management sessions --- information and training sessions
- CTL session
- Open Contracting Partnership session on De-risking Public Procurement with Open Contracting
- Project Management Institute (PMI) Training Sessions



ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026

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 · Mon



Early Registration, Booth Launch, & Pre-BOF Sessions

Briefings and presentations; Civil Society and Institutional Procurement Sessions; Training 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 · Thurs



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.**

Value for Money: Driving Quality Infrastructure

| 21 September 2026, Monday                                                                                                                                                                               | DAY 1 - 22 September 2026, Tuesday                                                                                                                      | DAY 2 - 23 September 2026, Wednesday                                                                                                                                               | DAY 3 - 24 September 2026, Thursday                                                                                     |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------|
| Pre-BOF Sessions                                                                                                                                                                                        | Main BOF Sessions<br>Empowering People                                                                                                                  | Main BOF Sessions<br>Driving Growth                                                                                                                                                | Post-BOF Sessions (Workshops)<br>Enhancing Quality                                                                      |
| <b>Early Registration</b><br>(claiming of event badges) (Be confirmed BOF participants)<br><b>8:00 - 17:00</b><br>Visitor Registration Center (VRC), ADB Avenue                                         | <b>OPENING PLENARY</b><br>Welcome and Opening Remarks<br>Auditorium Halls 1-4<br>9:00 - 9:15                                                            | <b>DAY 2 OPENING SESSION</b><br>Welcome Remarks<br>Auditorium Halls 2-4<br>9:00 - 9:15                                                                                             | <b>Early Market Engagement for Quality Project Outcomes</b><br>Early Market Engagement (EME) Sessions<br>8:30 - 10:00   |
| <b>Raising Standards in Project Delivery: Contracts that Work</b><br>Workshop on Conditions of Contracts for Contractors and Project Team Leaders<br>Audi Halls 3 & 4 / 9:00 - 12:00                    | <b>IMPACT SESSION</b><br>Partnering with Purpose (Panel Discussion)<br><b>A Dialogue with Industry Partners</b><br>Auditorium Halls 1-4<br>9:15 - 10:30 | <b>IMPACT SESSION</b><br>Partnering with Purpose (Panel Discussion)<br><b>Hearing from Government Agencies</b><br>Auditorium Halls 2-4<br>9:15 - 10:15                             | Agriculture, Food, Nature, and Rural Development<br>MFH 5                                                               |
| <b>Advancing Quality in Practice</b><br>De-risking Public Procurement with Open Contracting (c/o Open Contracting Partnerships)<br>MFH 5 / 10:30 - 12:00                                                |                                                                                                                                                         |                                                                                                                                                                                    | Digital<br>MFH 7                                                                                                        |
| <b>From Procurement to Project Success</b><br>Delivering Sustainable Infrastructure and Development Outcomes in a Changing World<br>Project Management Institute (PMI) session<br>MFH 4 / 10:30 - 12:00 |                                                                                                                                                         |                                                                                                                                                                                    | Energy<br>Audi Hall 1                                                                                                   |
| <b>Launching of Booths</b><br>Ribbon Cutting<br>Main Lobby<br>13:30 - 13:45                                                                                                                             | <b>COFFEE BREAK</b><br>10:30 - 10:45                                                                                                                    | <b>COFFEE BREAK</b><br>10:15 - 10:45                                                                                                                                               | Human and Social Development<br>MFH 6                                                                                   |
| <b>Opportunities for Civil Society, Academia, and Nongovernment Organizations</b><br>(c/o NGO and Civil Society Center - NGOC)<br>Audi Halls 1 & 2 / 14:00 - 15:30                                      |                                                                                                                                                         |                                                                                                                                                                                    | Transport<br>Audi Hall 2                                                                                                |
| <b>Institutional Procurement</b><br>(c/o Corporate Services Department)<br>Audi Halls 3 & 4 / 14:00 - 15:30                                                                                             |                                                                                                                                                         |                                                                                                                                                                                    | Water and Urban Development<br>MFH 4                                                                                    |
| <b>From Compliance to Quality</b><br>CTL Session<br>MFH 1 / 14:00 - 15:30                                                                                                                               | <b>Value for Money Session (c/o PPFD)</b><br>Auditorium Halls 1-4<br>10:45 - 11:30                                                                      | <b>COFFEE BREAK</b><br>10:45 - 11:45                                                                                                                                               | EME (TBA)<br>Audi Hall 3                                                                                                |
| <b>Maximizing Impact</b><br>Financial Management<br>MFH 2 / 14:00 - 15:30                                                                                                                               |                                                                                                                                                         |                                                                                                                                                                                    | EME (TBA)<br>Audi Hall 3                                                                                                |
| <b>Evaluating for Excellence</b><br>Merit Point Criteria<br>MFH 3 / 14:00 - 15:30                                                                                                                       |                                                                                                                                                         |                                                                                                                                                                                    | EME (TBA)<br>Theater 1                                                                                                  |
| <b>Early Market Engagement for Quality Project Outcomes</b><br>EME - Energy<br>Theater 1 / 14:00 - 15:30                                                                                                | <b>PROCUREMENT DEMYSTIFIED</b><br>The ADB Procurement System (c/o PPFD)<br>Auditorium Halls 1-4<br>11:30 - 12:30                                        | <b>SECTOR AND THEMATIC-FOCUSED DEEP DIVES</b><br>10:45 - 11:45                                                                                                                     | <b>COFFEE BREAK</b><br>10:00 - 10:30                                                                                    |
| <b>Tourism: Emerging Opportunities Across ADB's Portfolio</b><br>Water and Urban Development - Tourism<br>MFH 7 / 14:00 - 15:30                                                                         | <b>Early Market Engagement for Quality Project Outcomes</b><br>EME- Transport<br>MFH 7<br>11:30 - 13:00                                                 | <b>Inclusive Growth</b><br>Safeguards<br>Audi Hall 1                                                                                                                               | <b>Consultants' Forum</b><br>Voices from the Field<br>Audi Halls 1-2<br>10:30 - 12:30                                   |
| <b>*Networking Lounge at the Private Dining Rooms opens at 12nn of 22 September until 23 September.</b>                                                                                                 |                                                                                                                                                         | <b>Sustainable Growth</b><br>Climate Change, Climate Resilience<br>Audi Hall 2                                                                                                     |                                                                                                                         |
| <b>*One-on-One meetings with Procurement Specialists at MFH 6 opens at 12nn of 22 September until 23 September.</b>                                                                                     |                                                                                                                                                         | <b>Finance for Growth</b><br>Finance Sector<br>Audi Hall 3                                                                                                                         |                                                                                                                         |
|                                                                                                                                                                                                         | <b>LUNCH BREAK</b><br>12:30 - 13:30                                                                                                                     | <b>Scaling Growth through Innovation</b><br>Digital Sector<br>Audi Hall 4                                                                                                          | <b>Contractors' Forum</b><br>Optimizing Contract Management of ADB-financed Projects<br>Audi Halls 3-4<br>10:30 - 12:30 |
|                                                                                                                                                                                                         |                                                                                                                                                         | <b>Inclusive Growth</b><br>Gender<br>Theater 1                                                                                                                                     |                                                                                                                         |
|                                                                                                                                                                                                         |                                                                                                                                                         | <b>Partnerships for Growth</b><br>Private Sector Operations Department (PSOD) and Office of Markets Development and Public-Private Partnership (OMDP)<br>MFH 5                     |                                                                                                                         |
|                                                                                                                                                                                                         | <b>COFFEE BREAK</b><br>15:00 - 15:15                                                                                                                    | <b>Growth Beyond Borders</b><br>Regional Cooperation and Integration (RCI) and Fragile and Conflict-Affected Situations (FCAS)<br>MFH 6                                            | <b>LUNCH BREAK</b><br>12:30 - 13:30                                                                                     |
|                                                                                                                                                                                                         |                                                                                                                                                         | <b>LUNCH BREAK</b><br>11:45 - 12:45                                                                                                                                                |                                                                                                                         |
|                                                                                                                                                                                                         |                                                                                                                                                         | <b>INNOVATION SESSIONS</b><br>12:45 - 13:45                                                                                                                                        |                                                                                                                         |
|                                                                                                                                                                                                         | <b>SECTOR-FOCUSED DEEP DIVES</b><br>Portfolio and Upcoming Pipelines<br>13:30 - 14:45                                                                   | <b>SOCIAL INFRASTRUCTURE INNOVATION SESSION</b>                                                                                                                                    | <b>TRAINING/WORKSHOP SESSIONS</b><br>13:30 - 15:00                                                                      |
|                                                                                                                                                                                                         |                                                                                                                                                         | <b>PROCUREMENT INNOVATION SESSIONS</b>                                                                                                                                             |                                                                                                                         |
|                                                                                                                                                                                                         |                                                                                                                                                         | <b>Dialogue for contractors and Project Team Leads</b><br>Audi Hall 1                                                                                                              |                                                                                                                         |
|                                                                                                                                                                                                         | <b>Powering People, Energizing Futures (Energy)</b><br>Audi Halls 1 & 2                                                                                 | <b>Sustainable Procurement</b><br>Updates and Carbon Footprint Measurement<br>Audi Hall 2                                                                                          | <b>Making your Best Proposal</b><br>Preparation of Bidding Documents and Proposals<br>Audi Hall 1 & 2                   |
|                                                                                                                                                                                                         |                                                                                                                                                         | <b>Smart Systems, Stronger Partnerships</b><br>e-Government Procurement<br>Audi Hall 3                                                                                             |                                                                                                                         |
|                                                                                                                                                                                                         |                                                                                                                                                         | <b>Evaluating for Excellence</b><br>Merit Point Criteria<br>Audi Hall 4                                                                                                            |                                                                                                                         |
|                                                                                                                                                                                                         | <b>From Infrastructure to Food Security: Delivering for People (Agriculture, Food, Nature, and Rural Development)</b><br>Audi Halls 3 & 4               | <b>BREAK</b><br>13:45 - 14:00                                                                                                                                                      | <b>Evaluating for Excellence</b><br>Merit Point Criteria<br>Audi Hall 3                                                 |
|                                                                                                                                                                                                         |                                                                                                                                                         | <b>Work with Us (Human Resources)</b><br>Career Opportunities with ADB – Budget, People, and Management Systems Department (BPMSSD)<br>Audi Hall 1<br>14:00 - 15:00                |                                                                                                                         |
|                                                                                                                                                                                                         |                                                                                                                                                         | <b>Building for Generations: Mapping Social Infrastructure Impact with the Ps™ Standard</b><br>Sustainability in Project Management<br>PMI Session<br>Audi Hall 2<br>14:00 - 15:00 |                                                                                                                         |
|                                                                                                                                                                                                         | <b>Water Solutions and Resilient Urban Futures (Water and Urban Development)</b><br>Audi Halls 1 & 2                                                    | <b>Procurement Demystified</b><br>Identifying Business Opportunities on ADB's Website<br>Audi Halls 3 & 4<br>14:00 - 15:00                                                         | <b>Enhancing Quality: ESF Tools and Practices</b><br>Environmental and Social Framework (ESF)<br>Audi Hall 4            |
|                                                                                                                                                                                                         |                                                                                                                                                         | <b>COFFEE BREAK</b><br>15:00 - 15:15                                                                                                                                               |                                                                                                                         |
|                                                                                                                                                                                                         |                                                                                                                                                         | <b>Maximizing Impact</b><br>Financial Management Session<br>Audi Hall 1<br>15:15 - 16:15                                                                                           |                                                                                                                         |
|                                                                                                                                                                                                         | <b>Governing for Results, Delivering for People (Public Sector Management and Governance)</b><br>Audi Halls 3 & 4                                       | <b>Procurement Demystified</b><br>Anticorruption, Integrity, and Complaints<br>Audi Hall 2<br>15:15 - 16:15                                                                        | <b>Delivering Quality Results and Practices</b><br>Contract Management<br>MFH 4                                         |
|                                                                                                                                                                                                         |                                                                                                                                                         | <b>Procurement Demystified</b><br>Consultants' Clinic<br>Audi Halls 3 & 4<br>15:15 - 16:15                                                                                         |                                                                                                                         |
|                                                                                                                                                                                                         |                                                                                                                                                         | <b>Early Market Engagement for Quality Project Outcomes</b><br>EME - Water and Urban Development<br>MFH 5<br>15:15 - 16:45                                                         |                                                                                                                         |
|                                                                                                                                                                                                         | <b>Moving People, Transforming Cities, Connecting Regions (Transport)</b><br>Audi Halls 1 & 2                                                           | <b>BREAK</b><br>16:15 - 16:30                                                                                                                                                      | <b>From Compliance to Quality</b><br>CTL Session<br>MFH 5                                                               |
|                                                                                                                                                                                                         |                                                                                                                                                         | <b>Operationalizing Growth: Lessons from Countries</b><br>Country Case Studies and Stories<br>Audi Halls 2-4<br>16:30 - 17:30                                                      |                                                                                                                         |
|                                                                                                                                                                                                         |                                                                                                                                                         | <b>Building Human Capital, Delivering Better Lives (Human and Social Development)</b><br>Audi Halls 3 & 4                                                                          |                                                                                                                         |
|                                                                                                                                                                                                         | <b>NETWORKING COCKTAILS</b><br>Staff Hub<br>17:45 - 20:00                                                                                               | <b>CLOSING PLENARY</b><br>Charting the Future: Procurement for People, Planet, and Prosperity<br>Audi Halls 2-4<br>17:45 - 18:30                                                   | <b>TRAINING/WORKSHOP SESSIONS</b><br>15:30 - 17:00                                                                      |
|                                                                                                                                                                                                         |                                                                                                                                                         | <b>INTERNAL</b> This information is accessible to ADB Management and staff. It may be shared outside ADB with appropriate permission.                                              |                                                                                                                         |
|                                                                                                                                                                                                         |                                                                                                                                                         |                                                                                                                                                                                    |                                                                                                                         |



## ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026

21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA



- Get more information here:

[Business Opportunities Fair 2026](#)

- Register here:

<https://adb.eventsair.com/business-opportunities-fair-2026/eoi/Site/Register>



# BOF Team Support

- **Contacts:**

Procurement Director: Galiya Ismakova - [gismakova@adb.org](mailto:gismakova@adb.org)

BOF Team Leads:

- Sharlene Jo-Ann Shillingford-Mcklmon, Principal Procurement Specialist – [ssmcklmon@adb.org](mailto:ssmcklmon@adb.org)
- Bisma Husen, Principal Procurement Specialist – [bhusen@adb.org](mailto:bhusen@adb.org)

- **BOF-BOS Team Consultants:**

Apple, Clarisse, Gigi, Celine, and Jerald –  
[adbbusinessopportunities@adb.org](mailto:adbbusinessopportunities@adb.org)



**ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026**

**21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA**



# Thank you and see you all at the BOF 2026!



**ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026**

**21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA**



# Appendices



**ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026**

21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA



# Business Center

**To join the community of ADB Consultants and Suppliers:**

**1) ADB Consultants Network:**

- <https://www.linkedin.com/groups/3796524/>

**2) ADB Suppliers Network:**

- <https://www.linkedin.com/groups/3796532/>

**Also follow “ADB Business Center”:**

<https://www.linkedin.com/showcase/adb-business-center/>



# How to Prepare for the BOF

- Submit your EOI early!
- Arrange all travel logistics (e.g., visas, hotels) early
- Book a hotel very close to ADB (Ortigas area) to avoid traffic
  - Begin early networking
  - LinkedIn groups for [consultants](#) and [suppliers](#)
  - Partners of interest who may be attending
  - ADB staff



# How to Prepare for the BOF

- Start doing your research
  - Brush up on your knowledge of Asia and its current market environments
  - Brush up on your intercultural communication skills
  - Spend some time on ADB's (huge) website ([adb.org](https://adb.org))
    - Sectors, projects, countries, and/or areas of interest
    - [New corporate strategy](#) and the ADB [Business Center's FAQs](#)
- Prepare your “pitch” and selling points, both to ADB and to other participants



# What to Expect at the BOF

- Three **busy** days of event sessions, trainings/workshops, and meetings with ADB staff and participants
- Make your appointments for one-on-one meetings **early on Day 1, at the BOF appointments desk**, as meetings are **first-come, first-served**
- Parallel sessions and one-on-one meetings for more options



# What NOT to Expect at the BOF

- That your meetings will schedule themselves and that opportunities will fall into your lap.
- That you will leave Manila with a contract offer!
  - ADB procures most of its business through open competitive bidding
  - Attending the BOF may indeed lead to identifying some immediate bidding opportunities