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ADB Business Opportunities

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A Brief about ADB



Main Instruments: Loan/Grants, Technical Assistance, Equity and Guarantees
Largest Borrowers: India, China, Pakistan, Bangladesh, Indonesia

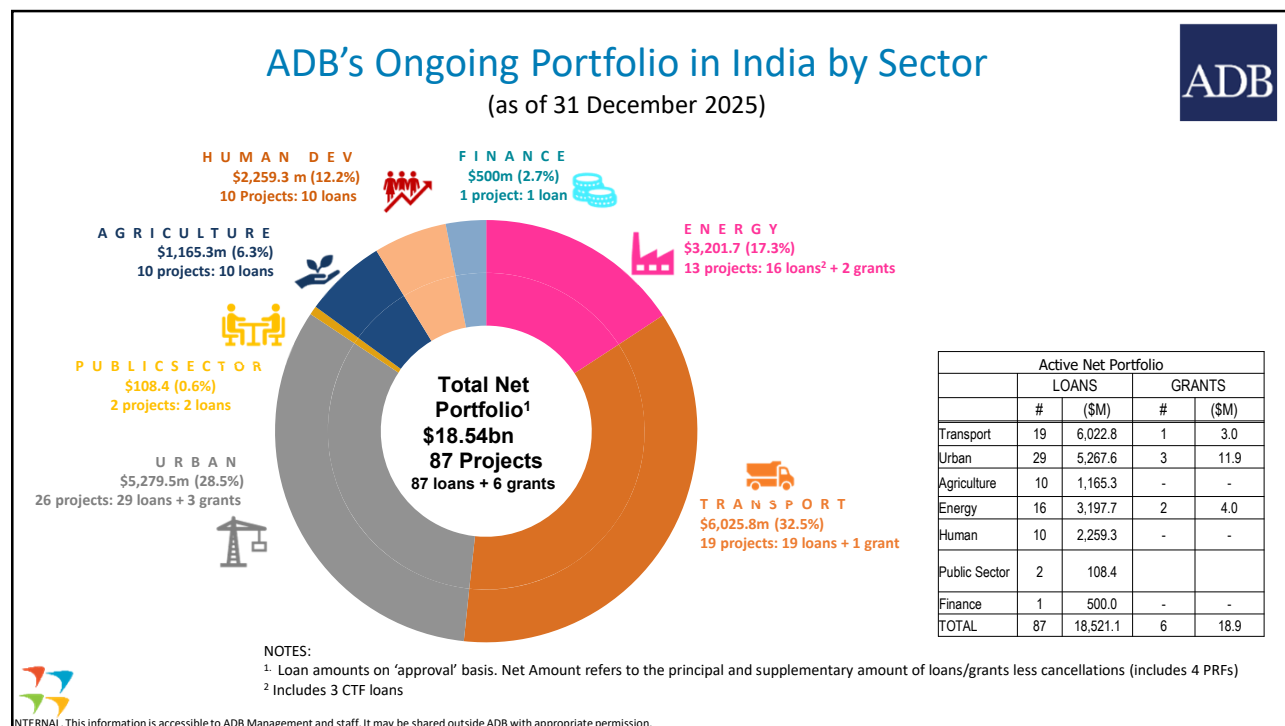


- Founded in 1966
- HQ in Philippines
- 69 members;
- 50 in the region;
- 42 borrowing members

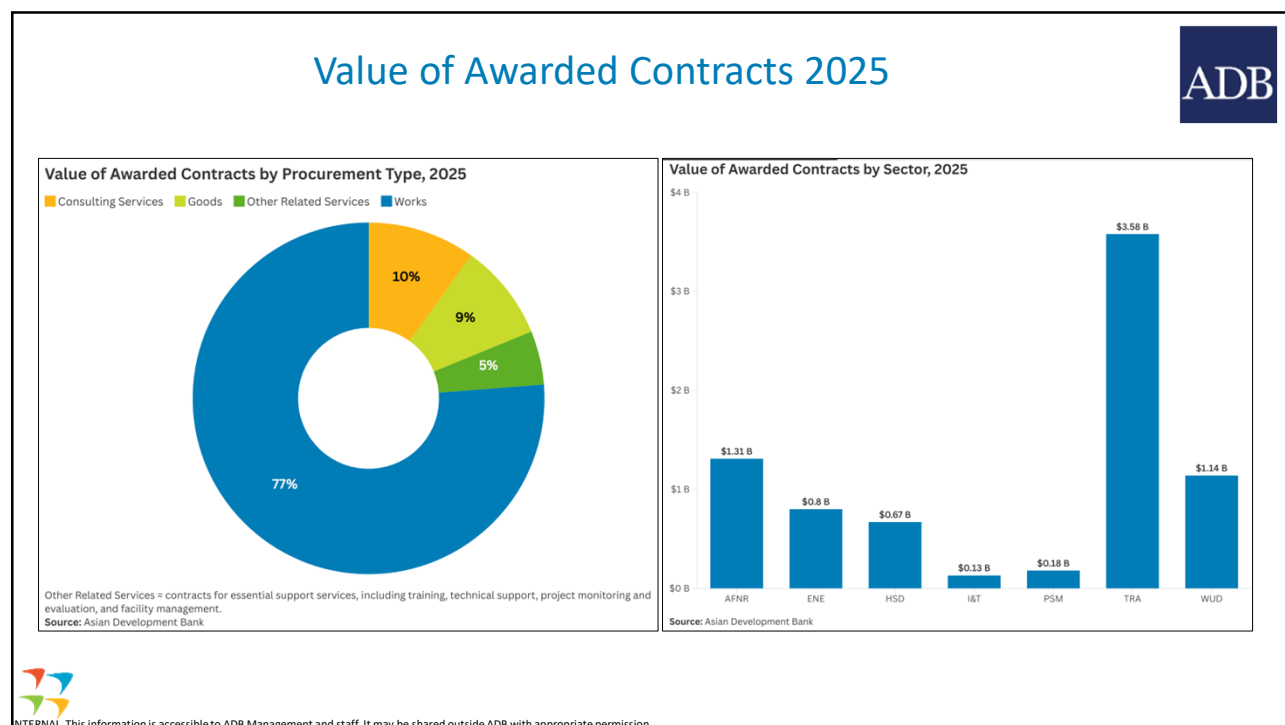
- Private sector
- NGOs and CBOs
- Foundations
- Academia /Think Tanks
- Donors
- Other Intl. Organizations

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



Item	Goods, Works, and Related Services	
	Amount (\$ million)	% of ADB Total
2024	2,419.04	17.30
2025	1,767.97	11.87
Cumulative (as of 31 Dec 2025)	44,466.10	15.21

Item	Consulting Services	
	Amount (\$ million)	% of ADB Total
2024	79.94	15.24
2025	98.40	12.97
Cumulative (as of 31 Dec 2025)	1,440.82	8.23

Item	Total Procurement	
	Amount (\$ million)	% of ADB Total
2024	2,498.98	17.22
2025	1,866.37	11.93
Cumulative (as of 31 Dec 2025)	45,906.92	14.82



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Top 5 Contractors/Suppliers from India Involved in Goods, Works, and Related Services Contracts under ADB Loan and Grant Projects, 1 January 2021–31 December 2025



Contractor/Supplier	Sector	Contract Amount (\$ million)
Larsen & Toubro Ltd.	ENE, TRA, WUS	778.73
Serum Institute of India Pvt. Ltd.	HLT	771.31
NCC Ltd.	ENE, TRA, WUS	421.75
Bharat Biotech International Ltd.	HLT	306.62
ITD Cementation India Ltd.	TRA	286.59
Others		9,925.24
Total		12,490.25

ENE = energy, HLT = health, TRA = transport, WUS = water and other urban infrastructure and services.



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Top 5 Consultants from India Involved in Consulting Services Contracts under ADB Loan, Grant, and Technical Assistance Projects, 1 January 2021–31 December 2025



Consultant	Sector	Contract Amount (\$ million)
Pricewaterhousecoopers Pvt. Ltd. (India)	EDU, ENE, FIN, HLT, IND, MUL, PSM, TRA, WUS	25.72
Haskoning DHV Consulting Pvt. Ltd. (India)	ANR, WUS	24.46
KPMG Advisory Services Pvt. Ltd. (India)	ANR, EDU, ENE, FIN, HLT, PSM, TRA, WUS	16.99
WAPCOS Ltd.	TRA, ENE, WUS	16.66
Ernst & Young LLP	ANR, EDU, ENE, FIN, HLT, MUL, PSM, TRA, WUS	15.20
Individual Consultants		105.24
Others		244.42
Total		448.69

ANR = agriculture, natural resources, and rural development; EDU = education; ENE = energy; FIN = finance; HLT = health; IND = industry and trade; MUL = multisector; PSM = public sector management; TRA = transport; WUS = water and other urban infrastructure and services.



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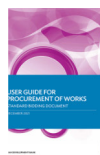
Procurement Framework



ADB Procurement Policy



Procurement Directive for ADB Borrowers



Standard Bidding Documents and User Guides



Guidance Notes



Procurement Staff Instructions



Technical Instructions



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Core Procurement Principles

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New Procurement Directive : 01 January 2026 onwards

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Improve Quality and Value for Money

- Mandate Merit Point Criteria (MPC) for contracts advertised internationally across the region
- Technical MPC technical: financial ratio will be based on procurement risk and contract value. This should be identified and agreed in 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.



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Update in Procurement Framework

From 01 January 2026 onwards

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Procurement Directives for ADB Borrowers

Guidance Note on MPC

Guidance on Local Participation

Guidance Note on Early Market Engagement

Guidance Note on Bid Evaluation

Updated Standard Bidding Documents with integrated guidance

ADB's Operational Procurement Webpage



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Sustainable Public Procurement

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**Sustainable
public
procurement**

achieved through

- policy and regulation
- contract requirements
- specification
- criteria setting

informed by prioritization and
market analysis

ENVIRONMENTAL



SOCIAL



ECONOMIC



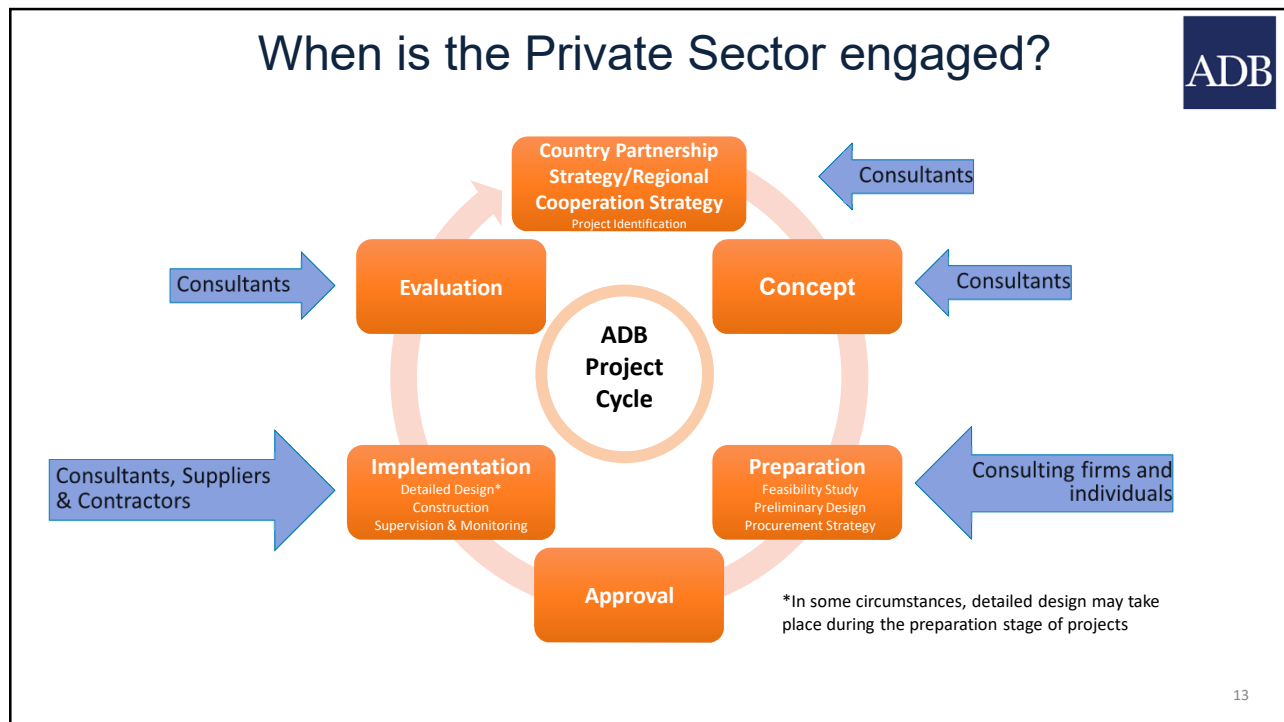
INSTITUTIONAL



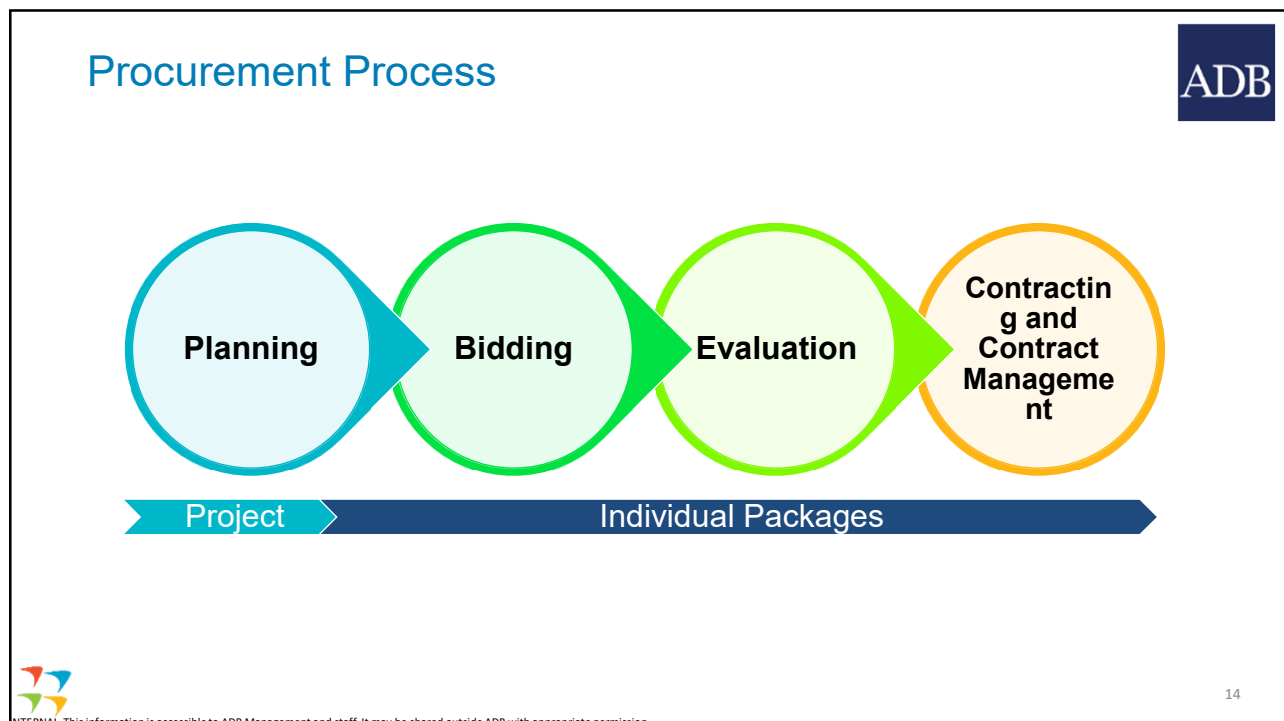
Do good both through what is built
and through how it is built



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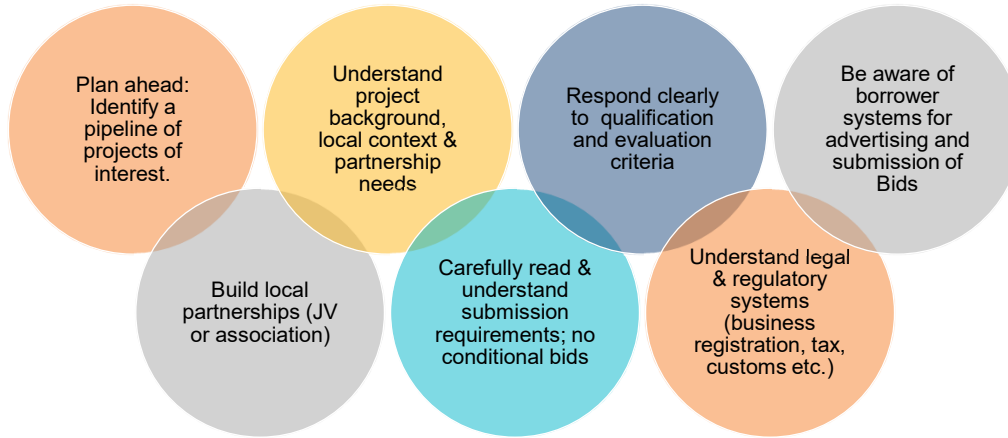
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Advice when approaching Loan & Grant Opportunities

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How to find Information on our Website

Business Center - www.adb.org/business

ADB

The screenshot shows the ADB Business Center website. At the top, there's a navigation bar with links: WHO WE ARE, WHAT WE DO, WHERE WE WORK, and WORK WITH US. Below this is a large banner with the text "ADB Business Center" and "All you need to work with us—in one place." Below the banner is a navigation bar with links: Guides and Documents, Business Opportunities Outreach, Procurement Statistics Dashboard (ProcDash), and More. Below this is a breadcrumb trail: > Work with Us > Business Center > Working with ADB. Below the breadcrumb trail is a section titled "Working with ADB" with a "How-Tos" sub-section. The "How-Tos" section contains five questions with arrows pointing to the right: "Where are the business opportunities in the ADB project cycle? →", "What bidding procedures are used by ADB-financed projects? →", "How can we improve our chances of securing an ADB-funded contract? →", "What are the main eligibility requirements for bidding for contracts under ADB-financed projects? →", and "What are the eligibility requirements for subcontractors working for contractors on ADB-financed projects? →".

- How-Tos
- Policies & Regulations
- Procedures & Guidance
- Documents & Forms

Information for...

Consultants
Contractors and suppliers
 Governments
 Executing and implementing agencies
 Development institutions

Working with ADB

How-Tos

Where are the business opportunities in the ADB project cycle? →
 What bidding procedures are used by ADB-financed projects? →
 How can we improve our chances of securing an ADB-funded contract? →
 What are the main eligibility requirements for bidding for contracts under ADB-financed projects? →
 What are the eligibility requirements for subcontractors working for contractors on ADB-financed projects? →

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Identifying opportunities for contracts with project executing agencies and ADB



- Country partnership strategies
- Country operations business plans
- Procurement plans
- General and specific procurement notices
 - Advance notices
 - Invitation for prequalification
 - Invitation for bids
 - Consulting services recruitment notice (CSRN)
- Hop-on opportunities
 - Prequalified contractors / consultants
 - Contracts awarded
- Institutional procurement notices (ADB only)

Operational
Procurement



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Projects & Tenders - www.adb.org/projects



The screenshot displays the ADB Projects & Tenders website interface. The 'Projects' tab is active, showing a list of projects with filters for Country/Economy, Sector, and Theme. The 'Tenders' tab is also visible, showing a list of tenders with filters for Country/Economy, Sector, and Type. Both tabs have red circles around the 'Projects' and 'Tenders' labels respectively.



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Goods and Works - Subscribe to receive alerts* - <https://alerts.adb.org>

ADB

SUBSCRIBER SERVICES →
Subscribe to ADB's Newsletters, Alerts and RSS feeds.

Follow ADB: [Twitter] [YouTube] [Facebook] [LinkedIn] [Instagram] [RSS]

Subscription Category	Frequency	Status
Alerts	Daily / Weekly / Off	On
Articles and Videos	On / Off	On
Asian Development Blog	On / Off	On
Board Documents	On / Off	On
Business Center Materials	On / Off	On
Country Planning Documents	On / Off	On
Economic Data and Research	On / Off	On
Evaluation Reports	On / Off	On
Events	On / Off	On
News Releases and News from Country Offices	On / Off	On
Procurement Notices (Goods and Works)	On / Off	On
Project Information and Documents	On / Off	On
Publications	On / Off	On
Safeguard Documents	On / Off	On
Vacancies	On / Off	On

Does not include Consulting services Alerts which are received through <http://cms.adb.org>

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Consulting – Finding Opportunities on <http://cms.adb.org>

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ADB ASIAN DEVELOPMENT BANK

Welcome to the
ADB CONSULTANT MANAGEMENT SYSTEM
CMS opens opportunities for consultants to join and make a difference at the Asian Development Bank.

Login for Registered Users
[CONSULTANT / EA](#) [ADB STAFF](#)
(Don't have an account yet? [Register here](#))

CONSULTING OPPORTUNITIES **SHORTLISTED FIRMS** **AWARDED CONTRACTS** **CONSULTANT TUTOR**

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.

- Consulting opportunities are visible through ADB's CMS (<http://cms.adb.org>)
- Register for alerts to receive notices of all consulting opportunities
- All advertisement of Consulting opportunities (both EA and ADB) published
- RFP process for ADB Administered Contracts is through CMS
- Step-by-step guides available at <http://consultanttutor.adb.org>

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Pipeline projects of 2026 -2027

1	Inclusive and Sustainable Bamboo Value Chain Development in Northeastern India
2	Strengthening MSME Cluster Ecosystem Through Institutional Network of EDCs
3	Green Fuel Development Project
4	Sustainable Wetland and Integrated Fisheries Transformation Project in Assam
5	Imphal Ring Road Project
6	Universal Health Coverage for Mizoram
7	Nagaland Urban Infrastructure Development
8	Madhya Pradesh Renewable Energy Scaling-up Program
9	Uttar Pradesh Power Distribution Improvement Project (Tranche 2)
10	Inclusive, Resilient, and Sustainable Housing for Urban Poor in Tamil Nadu (Phase 2)
11	Road Sector Development in Tripura
12	Manipur State Roads Improvement Project
13	Power Sector Reform Program (Subprogram 2)
14	West Bengal Industrial and economic Development Project
15	Maharashtra Green Roads Connectivity for Inclusive Growth Program
16	Rolling Stock operations enhancement project
17	Additional Financing for Enhancing Connectivity and Sustainability in Bihar Roads Project

18	Atal Bhujal Yojana (National Groundwater Management Improvement)
19	Uttarakhand Climate Resilient Power System Development Project - Additional Financing.
20	Tripura Renewable Energy Development and Integration Project
21	Innovative West Bengal Floating Solar with Battery Energy Storage Project
22	Project TAMIL (Tamil Nadu Accelerating Manpower Investment for Livelihood)
23	Primary Healthcare Reimagined with Advanced Governance and Accessible Technology Integration (PRAGATI)
24	PBL-Strengthened and Measurable Actions for Resilient and Transformative Health Systems (SAMARTH) (Subprogram 2)
25	National Logistics Program (RBL)
26	Delhi-SNB RRTS - Tranche 1 (MFF)
27	Sikkim Major District Roads Upgradation Project
28	Tripura State Highway Project
29	National e-bus program (SDP)
30	Chennai Water Supply and Sewage Network Improvement Project (Chennai Ring Main Water Supply Project)
31	Agartala and Secondary Cities Urban and Tourism Development Project
32	Buddhist Circuit Tourism Development in Uttar Pradesh
33	Nagaland Power Project

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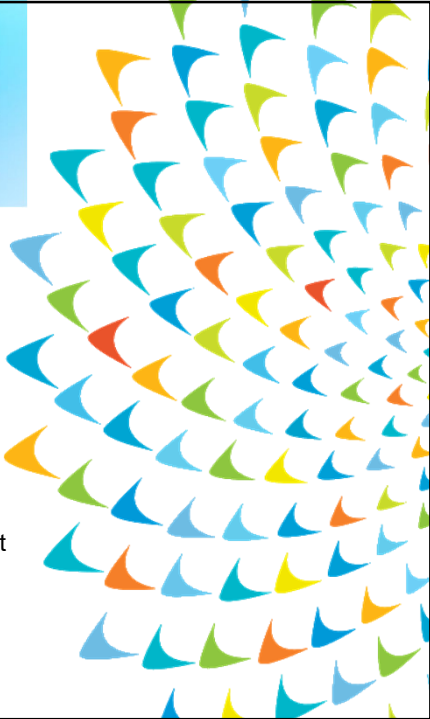
Pipeline projects of 2026 -2027

34	Manipur Sustainable Lake Ecosystem Restoration Readiness Project
35	Climate Adaptation in Vennar Subbasin in Cauvery Delta Project - Phase 2
36	Sundarban Upper Delta Climate Resilient Development Project
37	Kerala Sustainable Coastal Protection and Climate Resilience Planning Project
38	Karnataka Higher Education Transformation
39	Strengthening Karnataka Public Schools
40	Karnataka Rural Roads Improvement Project
41	Climate Resilient Brahmaputra Integrated Flood And Riverbank Erosion Risk Management Project In Assam – Additional Financing
42	Solar Rooftop Investment Program – Tranche 4
43	Accelerating Affordable and Inclusive Rooftop Solar Generation for Sustainable and Low Carbon Energy Development Program (SP2)
44	Puducherry Integrated Urban Livability Improvement Project (PIULIP)
45	Karnataka State Highways Improvement Project (KSHIP IV)
46	Mumbai Metro Rail Project (Line 10 and Line 12)
47	Rajasthan Urban Livability Improvement Project
48	Bridge Improvement in Uttarakhand Project
49	Jharkhand action for generating responsive and inclusive transformation in health infrastructure (JAGRITI)

50	Transforming Higher Education and Research for Industry Value Enhancement Program
51	Karnataka – Quality Upgradation for Employment and Skills Transformation K-QUEST
52	Delhi Water Supply and Sanitation Improvement Project
53	Jaipur metro Phase II
54	YIIRS- Young India Integrated residential schools
55	Aizawl sustainable urban transport project
56	Chattisgarh Health
57	Musi Riverfront Development
58	Telangana Education
59	Maharashtra Rural Roads
60	Pune Metro Rail Project Phase II (Line 2A and 2B)
61	Agartala Municipal Infrastructure Development Project
62	Partial Credit Enhancement Financing Infrastructure through NABFID (PACE-FIN)
63	Bihar state highway phase IV
64	Thane Metro
65	Climate and Disaster Resilient Sikkim through Landscape Enhancement and Ecosystem Management
66	Maharashtra Bamboo Development Project
67	CARE Nagaland
68	Assam Integrated Satellite Township Development Program (Tranche 1)
69	Jharkhand Urban Sewerage System Development Project

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THANK YOU!

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