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ADB Operations, Procurement and Business Opportunities

Italian Business Mission to the Philippines

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Sharlene Shillingford-McKlmon

Principal Procurement Specialist

5 October 2026

ADB

Solving Complex Challenges Together

Contents



- ADB Business Operations
- ADB and Italy
- ADB Procurement Framework
- Bidding Strategies: How to Maximize Success in ADB Contracts?
- Private Sector Operations Department (PSOD)
- Office of the Markets Development and Public Private Partnership (OMDP)
- Key Resources



Business Operations

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Solving Complex Challenges Together

ADB in Numbers





Founded in

1966



HQ in the Philippines



69

Members

50

Regional

19

Non Regional

$122B

Active committed portfolio





$107B

Sovereign



$15B

Nonsovereign

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A brief about ADB





To support its clients, ADB works with:

- Private sector
- NGOs and CSOs
- Foundations
- Academia & think tanks
- Donors & international organizations

Main Instruments:

- Loans / Grants
- Technical Assistance (TA)
- Equity
- Guarantees

Sovereign vs Nonsovereign



Sovereign

- Lending to government agencies
- Government Executing Agency is major decisionmaker
- Procurement policy applies
- Safeguards policy applies
- Integrity policy applies

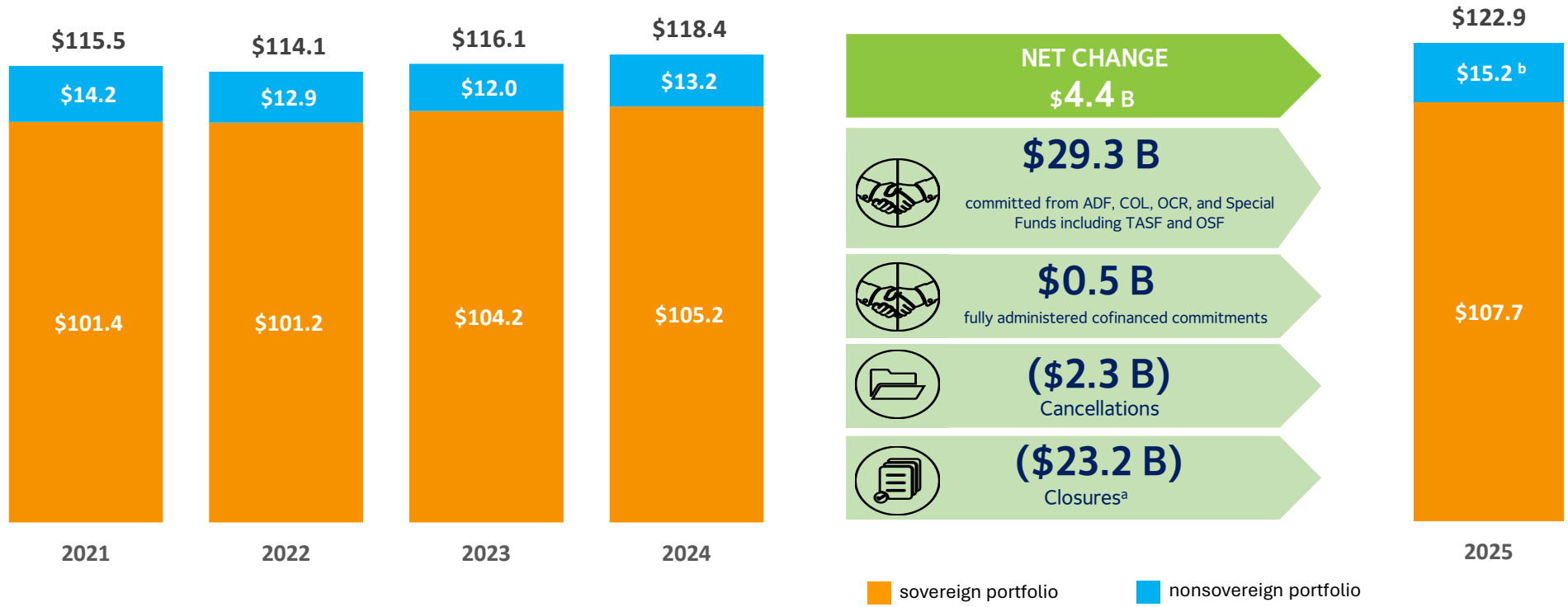
Nonsovereign

- Italian firms, when acting as a sponsor can avail financing from ADB through **Private Sector Operations Department (PSOD)** as long as the project is located in a DMC.
- Procurement policy does not apply
- Safeguards and integrity policies do apply.

Active Committed Portfolio Snapshot



Sovereign and Nonsovereign *(as of 31 December 2025, $ billion)*



( ) = negative, ADF = Asian Development Fund, COL = Concessional Ordinary Capital Resources Lending, OCR = Ordinary Capital Resources, TASF = Technical Assistance Special Fund, OSF = Other Special Funds.

Notes:

Figures may not sum precisely because of rounding. Nonsovereign closures include prepayments, repayment, valuations, disposal of equity investments, and expired guarantees.

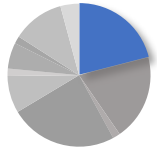
[a] Closures in sovereign refer to projects that had reached end of implementation period, i.e., financial transactions from the loan account were finalized. Nonsovereign closures include prepayments, scheduled repayments, divestments, and disposal of equity investments. Closures include reduction in guarantees. [b] Year-end balance includes fair value adjustments.

Active Committed Portfolio by Sector

Sovereign and Nonsovereign *(as of 31 December 2025, $ billion, %)*



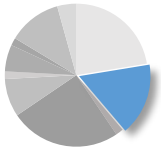
TRANSPORT



25 % of Total Committed Projects

31.2 Amount in $ Billion

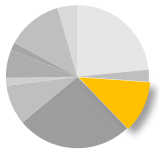
ENERGY



19 % of Total Committed Projects

23.1 Amount in $ Billion

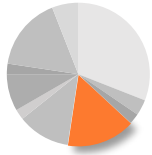
AGRICULTURE, NATURAL RESOURCES & RURAL DEVELOPMENT



13 % of Total Committed Projects

15.8 Amount in $ Billion

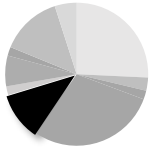
WATER & OTHER URBAN INFRASTRUCTURE AND SERVICES



13 % of Total Committed Projects

15.5 Amount in $ Billion

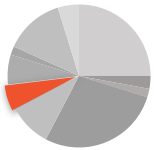
FINANCE



11 % of Total Committed Projects

14.0 Amount in $ Billion

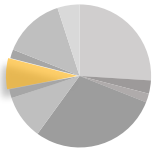
HEALTH



6 % of Total Committed Projects

7.7 Amount in $ Billion

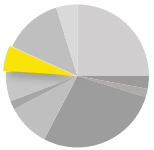
EDUCATION



6 % of Total Committed Projects

6.8 Amount in $ Billion

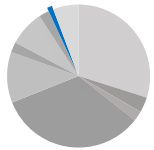
PUBLIC SECTOR MANAGEMENT



6 % of Total Committed Projects

6.8 Amount in $ Billion

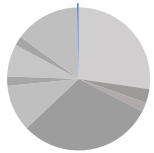
INDUSTRY AND TRADE



1 % of Total Committed Projects

1.1 Amount in $ Billion

INFORMATION AND COMMUNICATION TECHNOLOGY



0.3 % of Total Committed Projects

0.4 Amount in $ Billion

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Note: Figures may not sum precisely because of rounding.

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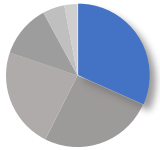
Active Committed Portfolio by Region and DMC

Sovereign and Nonsovereign *(as of 31 December 2025, $ billion, %)*



BY REGION

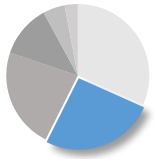
SOUTH ASIA



32 % of Total Committed Projects

39.5 Amount in $ Billion

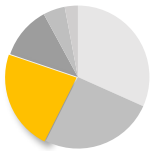
SOUTHEAST ASIA



26 % of Total Committed Projects

31.4 Amount in $ Billion

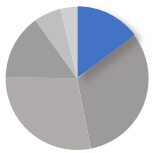
CENTRAL AND WEST ASIA



23 % of Total Committed Projects

27.7 Amount in $ Billion

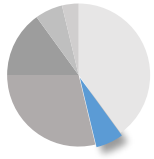
EAST ASIA



12 % of Total Committed Projects

14.2 Amount in $ Billion

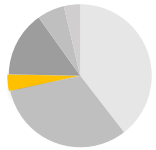
REGIONAL



5 % of Total Committed Projects

6.1 Amount in $ Billion

PACIFIC



3 % of Total Committed Projects

4.0 Amount in $ Billion

BY DEVELOPING MEMBER COUNTRY

1. **$21.0, 17%** India
2. **$12.0, 10%** People's Republic of China
3. **$11.6, 9%** Philippines
4. **$10.2, 8%** Pakistan
5. **$9.9, 8%** Bangladesh
6. **$58.2, 47%** Others

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ADB and Italy

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Solving Complex Challenges Together

2025 Firm Performance – Italy (by Nationality)



Total operational procurement based on contract year, US$ million

$12.8M

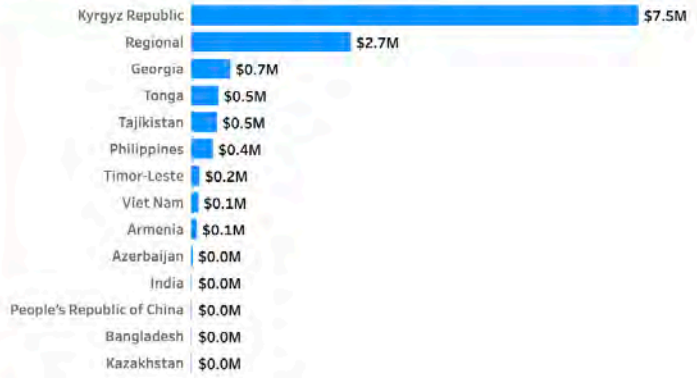
Contract Year	Modality	Product Type	Nature of Procurement
2025	Investment Support	(All)	(All)

Sector	Nationality	Region	Borrowing Member
(All)	Italy	(All)	(All)

Operational Procurement by Region, US$ million



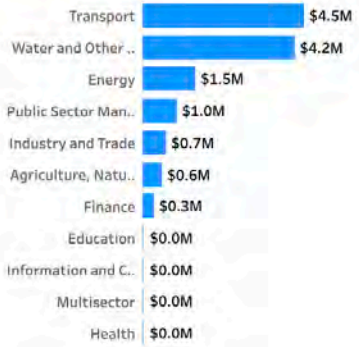
Operational Procurement by Borrowing Member, US$ million



Operational Procurement by Nature, US$ million



Operational Procurement by Sector, US$ million



Source: [Operational Procurement Statistics Dashboard (ProcDash) | ADB Data Library | Asian Development Bank]

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1968 - 2025 Firm Performance, Italy (by Nationality)



Total operational procurement based on contract year, US$ million

$1,742.8M

Contract Year	Modality	Product Type	Nature of Procurement
Cumulative (1968-2026)	Investment Support	(All)	(All)

Sector	Nationality	Region	Borrowing Member
(All)	Italy	(All)	(All)

Operational Procurement by Region, US$ million



Operational Procurement by Borrowing Member, US$ million



Operational Procurement by Nature, US$ million



Operational Procurement by Sector, US$ million



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ADB and Italy (by Origin)



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

	Goods, Works, and Related Services	
Item	Amount ($ million)	% of ADB Total
2024	0.78	0.01
2025	–	–
Cumulative (as of 31 Dec 2025)	1,466.04	0.50

	Consulting Services	
Item	Amount ($ million)	% of ADB Total
2024	7.84	1.50
2025	12.64	1.67
Cumulative (as of 31 Dec 2025)	271.29	1.55

	Total Procurement	
Item	Amount ($ million)	% of ADB Total
2024	8.62	0.06
2025	12.64	0.08
Cumulative (as of 31 Dec 2025)	1,737.33	0.56

– = nil.

Source: Asian Development Bank and Germany: Fact Sheet

Top 5 Contractors and Consultants 2021 to 2025



• TOP 5 CONTRACTORS

Top 5 Contractors/Suppliers from Italy 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)
Euromag International S.r.l.	WUS	2.45
Colmar Technik S.p.A.	TRA	2.31
SIAP+MICROS S.p.A.	ANR	0.62
Tema S.p.A.	ENE	0.23
OMAC S.r.l.	ENE	0.16
Others		0.05
Total		**5.82**

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

• TOP 5 CONSULTANTS

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

Consultant	Sector	Contract Amount ($ million)
Bonifica S.p.A. - Renardet S.A. (JV)	TRA	17.44
IRD Engineering S.r.l.	TRA, WUS	10.00
CESI S.p.A.	ENE	4.10
Italferr S.p.A.	TRA	3.58
Ekvita Italia S.r.l.s.	ANR, EDU, ENE	3.12
Individual Consultants		9.45
Others		5.90
Total		**53.59**

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



ADB Procurement Framework

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Solving Complex Challenges Together

One Project, Multiple Opportunities



A single ADB-financed project may include consulting services, goods, and works. Companies that monitor the full project pipeline can identify opportunities across multiple procurement categories.

CONSULTING SERVICES



- Feasibility Studies
- Design & Engineering
- Project Management & Construction Supervision
- Environmental and Social Safeguards
- Capacity Development and Advisory Services

GOODS



- Equipment & Machinery
- ICT Systems and Software
- Medical and Laboratory Equipment
- Vehicles and Specialized Assets
- Materials and Supplies

WORKS



- Infrastructure Construction
- Rehabilitation and upgrading
- Installation and commissioning
- Design-build Contracts
- Operations and Maintenance Works

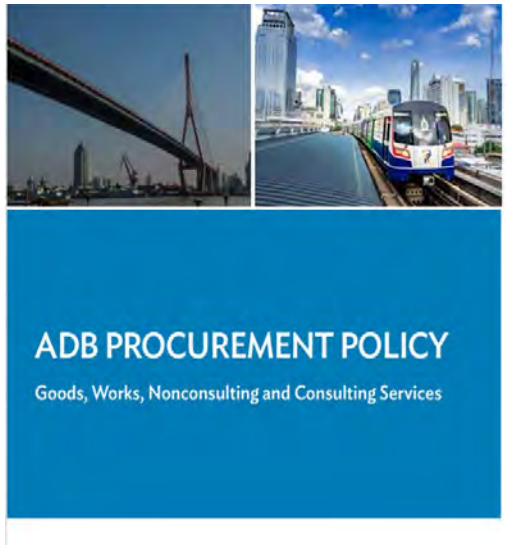
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ADB Procurement Framework

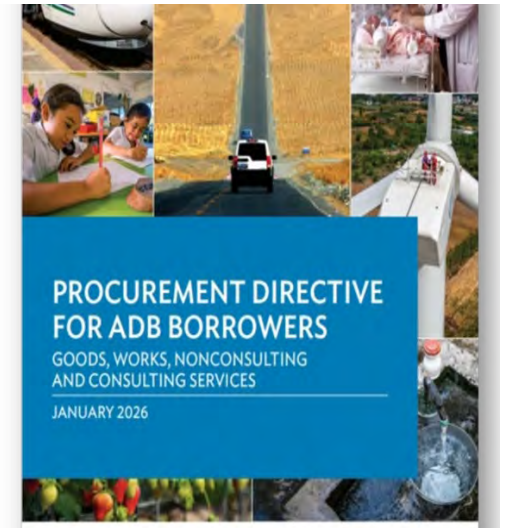


POLICY



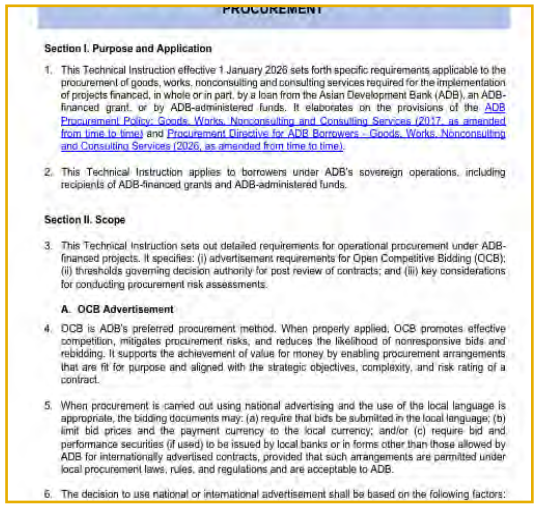
Overarching, applicable to all (Borrowers, Contractors, Suppliers, Firms)

DIRECTIVE



Guidance for Borrowers

TECHNICAL INSTRUCTIONS



PROCUREMENT

Section I. Purpose and Application

1. This Technical Instruction effective 1 January 2026 sets forth specific requirements applicable to the procurement of goods, works, nonconsulting and consulting services required for the implementation of projects financed, in whole or in part, by a loan from the Asian Development Bank (ADB), an ADB-financed grant, or by ADB-administered funds. It elaborates on the provisions of the ADB Procurement Policy: Goods, Works, Nonconsulting and Consulting Services (2017, as amended from time to time) and Procurement Directive for ADB Borrowers - Goods, Works, Nonconsulting and Consulting Services (2026, as amended from time to time).

2. This Technical Instruction applies to borrowers under ADB's sovereign operations, including recipients of ADB-financed grants and ADB-administered funds.

Section II. Scope

3. This Technical Instruction sets out detailed requirements for operational procurement under ADB-financed projects. It specifies: (i) advertisement requirements for Open Competitive Bidding (OCB); (ii) thresholds governing decision authority for post review of contracts; and (iii) key considerations for conducting procurement risk assessments.

A. OCB Advertisement

4. OCB is ADB's preferred procurement method. When properly applied, OCB promotes effective competition, mitigates procurement risks, and reduces the likelihood of nonresponsive bids and rebidding. It supports the achievement of value for money by enabling procurement arrangements that are fit for purpose and aligned with the strategic objectives, complexity, and risk rating of a contract.

5. When procurement is carried out using national advertising and the use of the local language is appropriate, the bidding documents may: (a) require that bids be submitted in the local language; (b) limit bid prices and the payment currency to the local currency; and/or (c) require bid and performance securities (if used) to be issued by local banks or in forms other than those allowed by ADB for internationally advertised contracts, provided that such arrangements are permitted under local procurement laws, rules, and regulations and are acceptable to ADB.

6. The decision to use national or international advertisement shall be based on the following factors:

Applicable to all

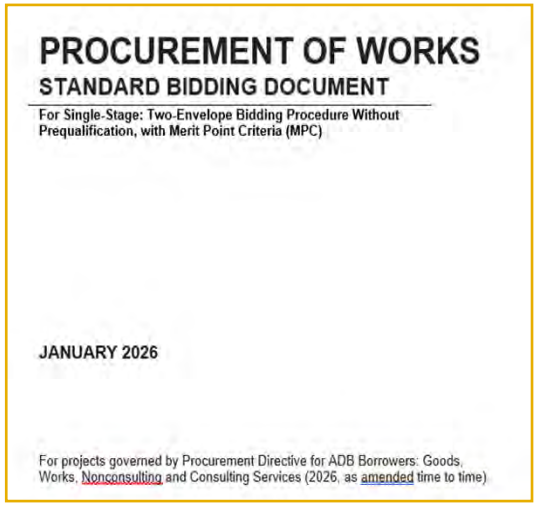
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ADB Procurement Framework



STANDARD BIDDING DOCUMENTS



PROCUREMENT OF WORKS

STANDARD BIDDING DOCUMENT

For Single-Stage: Two-Envelope Bidding Procedure Without Prequalification, with Merit Point Criteria (MPC)

JANUARY 2026

For projects governed by Procurement Directive for ADB Borrowers: Goods, Works, Nonconsulting and Consulting Services (2026, as amended time to time)

Used by Borrowers and Contractors

GUIDANCE NOTES



Guidance for all

STAFF INSTRUCTIONS



PART II. STAFF INSTRUCTION ON BORROWER-ADMINISTERED PROCUREMENT

I. Purpose and Application

II. Terms and Acronyms

Applicable to ADB Staff

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ADB Procurement Policy



- Procurement as a **strategic tool**, not just a compliance function
- Aligns procurement with **ADB's Strategy 2030**
- Responds to:
  - Increasing project complexity
  - Market innovation
  - Need for speed, value, and sustainability

Six Core Procurement Principles



- **Economy -** price, quality and non-price attributes
- **Efficiency** - procurement processes are proportional to the value and risks of the required outcome and underlying project activities
- **Fairness** - equal opportunity and treatment of bidders; ii. equitable distribution of rights and obligations
- **Transparency** - relevant procurement information is made publicly available, appropriate reporting
- **Quality** - procure inputs and deliver outputs of appropriate standard in a timely and effective manner
- **Value for Money** - obtain optimal benefits through effective, efficient, and economic use of resources

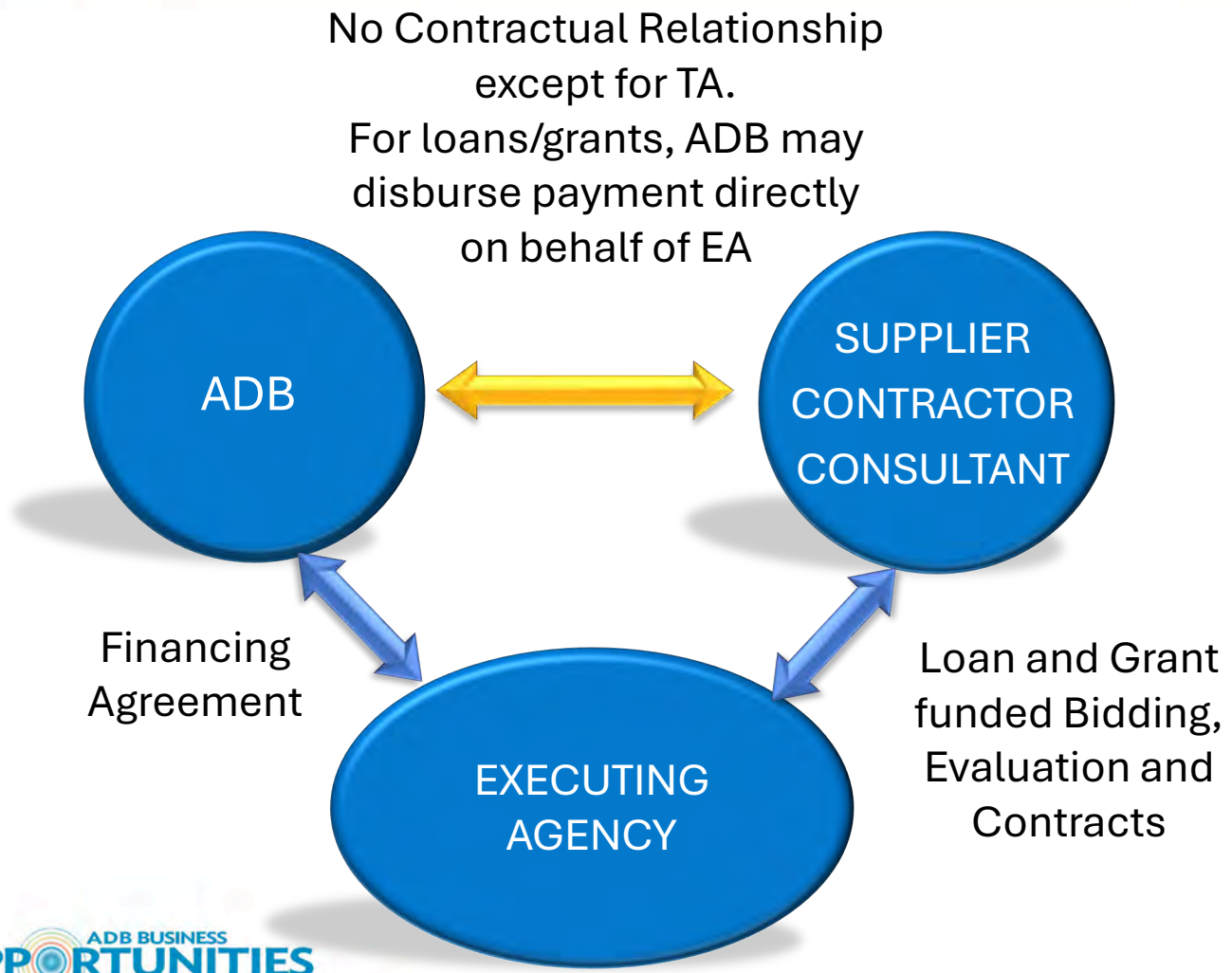
Eligibility



1. Loans or grants from Special Funds resources **can be used only for procurement of goods, works, and services produced in, and supplied from, developed member countries that have contributed to such resources, or from developing member countries**.
2. Loans or grants from ADB's ordinary capital resources or ADB-administered funds **can be used only for procurement of goods, works, and services produced in, and supplied from, member countries.**
3. ADB permits bidders from all eligible countries - 69 - to offer goods, works, and services for ADB-financed projects.
4. Conditions for participation shall be limited to those that are essential to ensure the bidder's capability to fulfill the contract in question
5. **Universal eligibility can be applicable when approved by the Board during project approval. This must be justified.**

Relationship, Roles and Responsibilities in Procurement

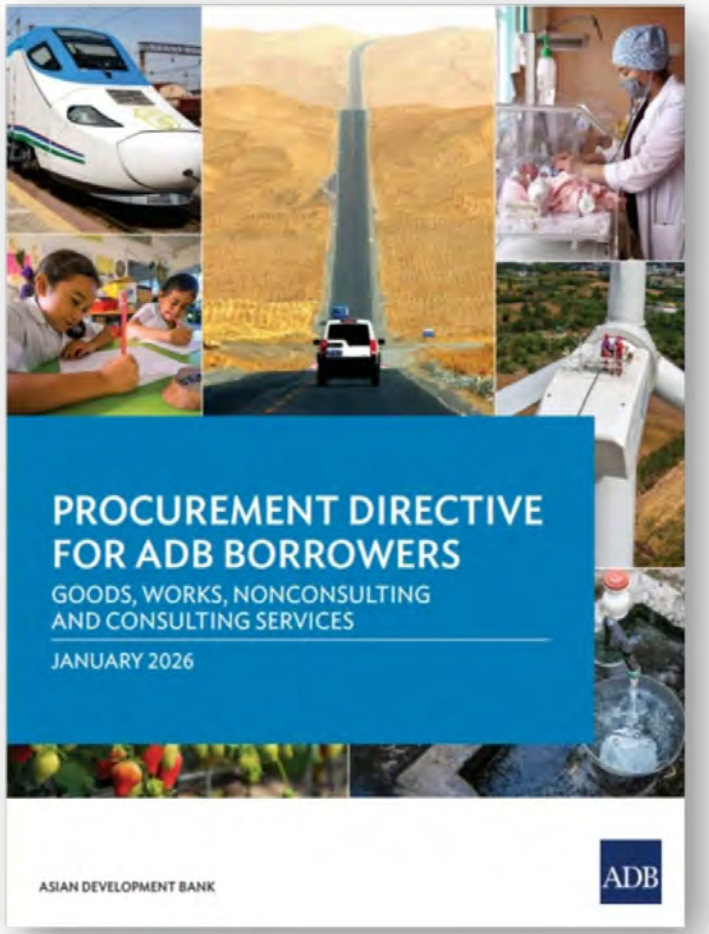




- The **Borrower** (Executing Agency) is responsible for procurement of goods, works and services
- **ADB** (*under TAs*) or **Borrower** select and recruit Consultants
- ADB reviews the procurement activities of EAs to ensure that proceeds of its financing are used in accordance with the bank's rules

Procurement Directive for ADB Borrowers





Procurement Directive for ADB Borrowers supersedes the 2017 Procurement Regulations.

Directive Objectives:

Promote Innovation and Enhance Supplier Base

Early market engagement, collaborative forms of contracting.

Improve Quality and Value for Money

Merit point criteria on internationally advertised works, nonconsulting services and specific goods contracts.

Reward Sustainable Procurement

Focus on environmental, social, economic & institutional considerations.

Foster Economic Growth and Local Development

Local labor requirement on internationally advertised works contracts.

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Procurement Snapshot









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Bidding Strategies

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Solving Complex Challenges Together

Tips for winning ADB-financed Assignments



Engage Early and Stay Informed

1. Monitor upcoming opportunities through CMS, procurement plans, and project pipelines.
2. Participate in Early Market Engagement (EME) activities, where available.
3. Attend business opportunity events, pre-bid conferences, and industry forums.
4. Express interest early and understand market needs.
5. Develop an understanding of the country, sector, and implementing agency context.

Tips for winning ADB-financed Assignments



Position Your Firm Strategically

1. Assess where your firm can offer the greatest value.
2. Build on relevant experience and a strong performance record.
3. Identify competitive advantages and differentiators.
4. Consider partnerships that strengthen technical, commercial, or local market capabilities.
5. Engage qualified local partners where appropriate.

Tips for winning ADB-financed Assignments



Understand the Requirements

1. Review the bidding documents thoroughly.
2. Understand the selection method and evaluation criteria.
3. Assess technical, commercial, and contractual requirements.
4. Identify key risks and implementation considerations.
5. Ensure the proposed approach aligns with project objectives.

Tips for winning ADB-financed Assignments



Prepare a Responsive Bid

1. Address all requirements in the bidding documents.
2. Demonstrate relevant experience and qualifications.
3. Clearly articulate the proposed methodology and implementation approach.
4. Participate in pre-bid meetings and site visits, where applicable.
5. Seek clarifications in writing when requirements are unclear.
6. Monitor amendments, corrigenda, and bid extensions.

Tips for winning ADB-financed Assignments



Price Responsibly and Uphold Integrity

1. Submit realistic and sustainable pricing.
2. Ensure consistency between technical and financial proposals.
3. Avoid abnormally low bids that may raise concerns regarding deliverability.
4. Ensure all submitted information is accurate, complete, and verifiable.
5. Disclose potential conflicts of interest and adhere to applicable integrity requirements.

ADB Resident Missions (RMs)



An ADB Resident Mission is the Asian Development Bank's in-country office established in its developing member countries. It is ADB's local presence on the ground that works directly with the government and stakeholders in that country. They:

- Support **project preparation and implementation**
- Provide **policy advice and development dialogue with government**
- Monitor progress of ADB-funded projects
- Help ensure **procurement and financial processes are followed**
- Coordinate with donors and partners on the ground

How to Engage Resident Missions



1. Reach out directly to ADB Resident Missions.
2. For questions on Portfolio – reach out to the Country Operations Head (COH). There is one in each country who is responsible for the portfolio.
3. For information on procurement – contact the resident procurement specialist.
4. Each resident mission is staffed with **national** procurement officers who are led by an international procurement specialist **responsible** for all procurement in that country.
5. There is a resident **international** procurement specialist in almost all resident missions.
6. Some international specialists have regional responsibility. They can be based in one location but cover multiple countries.

Common Reasons Bids Are Rejected



1. Failure to disclose actual or potential conflicts of interest (e.g., proposed personnel affiliated with the executing agency or involved in project preparation)
2. Failure to meet eligibility requirements (e.g., bidder, JV partner, or proposed subcontractor is ineligible)
3. Late submission of bids or proposals
4. Failure to address the requirements of the bidding document
5. Submission of conditional bids or proposals
6. Submission of incomplete or non-responsive bids (e.g., missing bid security, unsigned Letter of Bid, absent JV agreement, improper packaging or labeling)
7. Integrity violations during the procurement process

Why do the highest standards of integrity matter on ADB projects?



It protects development impact

It supports better decision making

It strengthens trust

It protects you and the institution

It saves time and effort

Integrity Violations



- The following are integrity violations as defined by ADB:

MDB-Harmonized Definitions

- Fraud
- Corruption
- Collusion
- Coercion

Harmonized definitions enable mutual enforcement of debarment decisions across multilateral development banks.

- Failure to disclose and manage a conflict of interest
- Obstruction
- Abuse
- Retaliation Against Whistleblowers or Witnesses
- Violation of Debarment
- Failure to Adhere to the Highest Ethical Standards

Role of Consultants, Contractors, and Suppliers



Uphold the highest ethical standards at all times

Act with integrity throughout the project cycle—from bidding and contract award to implementation, invoicing, and reporting

Do not engage in integrity violations—including corrupt, fraudulent, collusive, coercive, or obstructive practices

Uphold ADB's interests at all times

Avoid conflicts of interest with other assignments or its own corporate interests

Permit ADB or its representative to inspect and audit accounts and records related to the contract

Report suspected violations to OAI when found in ADB projects

Cooperate with OAI investigations

The above also applies to **officers, directors, employees, and personnel** (in the case of firms); and **sub-consultants, sub-contractors, and other third parties** that you may engage.

Investigation Process: Outcomes



- Let us focus on what happens when a possible violation is identified.

Possible violation

- No enforcement action needed, or a lapse not amounting to an integrity violation

Initiate enforcement proceedings with Integrity Enforcement Committee

- Includes processes for response and appeals
- Suspension may be imposed

- Show Cause Letter for subject of interest
- May enter a proposed resolution agreement with the subject of interest

- Debarment
- Cross debarment

Consequences of Integrity Violations in ADB-supported Projects



Debarment of firms or individuals

Suspension of the loan or grant allocations

Termination of loan or grant allocations

Cross debarment

Return of misused loan or grant resources back to ADB

Changes of administrative arrangements

Request to **investigate or change** government staff

INSTITUTIONS

- African Development Bank / African Development Fund
- ADB
- European Bank for Reconstruction and Development
- IDB Inter-American Development Bank
- WORLD BANK GROUP

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MDB Agreement on Mutual Enforcement of Debarment Decisions



AGREEMENT FOR MUTUAL ENFORCEMENT OF DEBARMENT DECISIONS

PREAMBLE

The African Development Bank Group[1], the Asian Development Bank, the European Bank for Reconstruction and Development, the Inter-American Development Bank Group[2] and the World Bank Group[3] (each a "Participating Institution", collectively the "Participating Institutions"):

Acknowledge their membership in the International Financial Institutions Anti-Corruption Task Force and the Uniform Framework for Preventing and Combating Fraud and Corruption, dated September 17, 2006 (the "Uniform Framework") and attached hereto as Annex A.

Reaffirm the provisions of paragraph 5 of the Uniform Framework that:

> "[e]ach of the member institutions of the IFI Task Force has a distinct mechanism for addressing and sanctioning violations of its respective anti-corruption policies,"
>
> "mutual recognition of these enforcement actions would substantially assist in deterring and preventing corrupt practices," and

Confirm the importance of establishing a system for mutual recognition of enforcement actions in furtherance of the provisions of paragraph 5 of the Uniform Framework."

1. Institutions must notify each other of the sanctioning in writing
2. Decisions based on sanctionable practices
3. Decision is made public
4. Each institution must pursue independent debarment proceedings for separate sanctionable practices
5. A participating institutions may decide to not enforce the cross debarment if such enforcement would be inconsistent with its legal considerations

What is debarment and suspension?



Debarment

- A formal sanction where ADB prohibits a firm or individual from participating in ADB-related activities.
- Can be time-bound and reinstatement may be with conditions.

Suspension

- A temporary restriction while an integrity concern is being assessed or investigated.
- No final finding has been made yet.

WHY THIS MATTERS

Debarment and suspension are ADB's primary tools to enforce integrity requirements.

ADB Debarments



ADB debarments are set for a **minimum** debarment period, except for indefinite debarments.

A debarred entity can **apply for reinstatement after the minimum debarment period**, unless there is a provision for early reinstatement.

Unless a debarred entity has requested for and has been granted reinstatement, it **remains debarred even after the minimum debarment period**.

Reinstatement is not automatic



OAI assesses the merits of reinstating a debarred entity.



OAI informs the entity of the decision on the reinstatement request.

Impact While Under Debarment and Suspension



Current contacts	Contract variations	Future tenders	Reinstatement
MAY CONTINUE	REQUIRE OAI ENDORSEMENT	NOT PERMITTED	NOT AUTOMATIC

Integrity and Bidding Documents



Standard Bidding Documents (SBD)

1. Instructions to Bidders (ITB) Clause 3
2. Section III - Evaluation and Qualification Criteria – Conflict of Interest. Clause 1.1.2
3. Section 4 Bidding Forms - Letter of Bid

In Consulting SRFP

1. Section 3. Form TECH-1 – Firm Certification / COI declaration
2. Section 3. Form TECH-1 Annex – Required Information for Sanctions List Checking
3. Section 3. Form TECH-6B – CV Certification / COI declaration
4. Section 4. Form FIN-1 – Firm Certification / COI declaration
5. Section 6. Bank's Anticorruption Policy
6. General Conditions of Contract Attachment 1: Anticorruption Policy

Recap



Do not engage in integrity violations

Avoid or manage conflicts of interest

Report suspected violations to OAI

Cooperate with OAI investigations

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Partnering with Private Sector Operations Department (PSOD)

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Solving Complex Challenges Together

The Case for Private Sector Financing



- Asia and the Pacific region faces a huge financing gap to achieve its Sustainable Development Goals targets.
- Governments do not have the financial capacity to address this gap on their own.
- It has the ability to mobilize capital, scale innovative solutions, and create jobs.
- It also has the capacity to address business and financial challenges hindering inclusive and sustainable progress.
- The private sector is the largest contributor to economic growth in Asia and the Pacific.

Business and financial obstacles to inclusive, sustainable growth

Following challenges in business environments and financial markets are hindering inclusive and sustainable progress:

- Supply of long- and short-term financing including local currency.
- Lagging Asian capital markets (e.g., project bonds and climate bonds).
- Availability of key financial market products (e.g., leasing, insurance and affordable housing loans).
- Gaps in financial inclusion.

Who We Are



The **Private Sector Operations Department (PSOD)** drives sustainable growth and development across Asia and the Pacific by **deploying and mobilizing capital** to deliver **high-impact outcomes.**

We deliver this impact by working with stakeholders to close market and financing gaps—**de-risking transactions, structuring bankable solutions, and mobilizing private investment into high-impact opportunities**—while leveraging ADB's deep country and sector knowledge, strong partnerships, and technical expertise.

Through a **full suite of solutions**—from debt and equity to guarantees, trade and supply chain finance—supported by advisory services, public–private partnerships, and early-stage business incubation, we **help clients across the investment life cycle, strengthening markets and accelerating private sector-led development across the region**.



What We Offer



Debt Financing

We provide hard currency loans, mezzanine financing, and local currency loans in select markets.

We price loans based on market rates and risks, offering adjustable rates above Secured Overnight Financing Rate or Euro interbank rate, depending on the currency.

We support capital market issuances, with particular focus on ESG and climate bonds .

Mobilization

Loan syndications, parallel funds, unfunded distribution, environmental and social coordination, and project specific guarantees

We mobilize capital from private and public sources, to support investment, trade, and capital flows into Developing Member Countries.

We collaborate with reputable financial institutions to form syndicates of lenders, distribute exposure, or offer credit enhancement to attract private capital.

Equity

Direct investments, private equity funds, and selective co-investments.

We invest equity at every stage of growth to help companies scale, drive innovation, and deliver inclusive and sustainable development.

Technical Assistance

Technical assistance to strengthen private sector capacity and promote sustainable, high-impact investments

We help partners align with ADB's Environmental and Social Management System to ensure projects deliver measurable development outcomes.

We offer training and capacity-building programs to empower private sector stakeholders with the knowledge and tools needed for long-term success, subject to applicable cost recovery criteria.

Programs… to increase impact at scale



Risk participation cover, credit guarantee cover, revolving credit facility, training & capacity building



Trade & Supply Chain Finance Program



Microfinance Program



Wayfinder



ADB Ventures



ADB Frontier

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2025 PSOD Results



Number of Operations delivered

49
projects

Financing for private investment

$8.56bn

Of which, private direct capital mobilization $3.99bn

Financing for climate action

$1.61bn

Operations promoting gender equality (% of #)

57%

Operations in Frontier Economies (% of #)

27%

Supporting regional cooperations & integration (% of #)

6%

Financing for FCAS & SIDS

$22 mn

Programs

Transactions

Trade and Supply Chain
24,722

Microfinance
851,544

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FCAS= Fragile and Conflict Affected State
SIDS= Small Island Developing State

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Partnering with Office of the Markets Development and Public Private Partnership (OMDP)

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Solving Complex Challenges Together

Office of Markets Development and Public-Private Partnership (OMDP)



Assists developing economies in attracting greater private investment and fostering dynamic private-sector led growth across Asia and the Pacific **through advisory operations** for **project preparation** and **markets development.**



Mission Statement

To improve lives of people in developing economies by mobilizing and leveraging private sector innovation, technology, efficiency, and capital.

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Why PPPs Matter



Asia and the Pacific requires over **$1.7 trillion annually** in infrastructure investment. Public resources alone cannot meet this demand.

WHAT PPPs CAN CONTRIBUTE



Mobilize investment to bridge the infrastructure gap.



Deliver value for money through smart risk allocation and whole-of-life planning.



Improve service performance through private sector expertise, technology, and innovation.



Build local capacity for resilient infrastructure and public services.

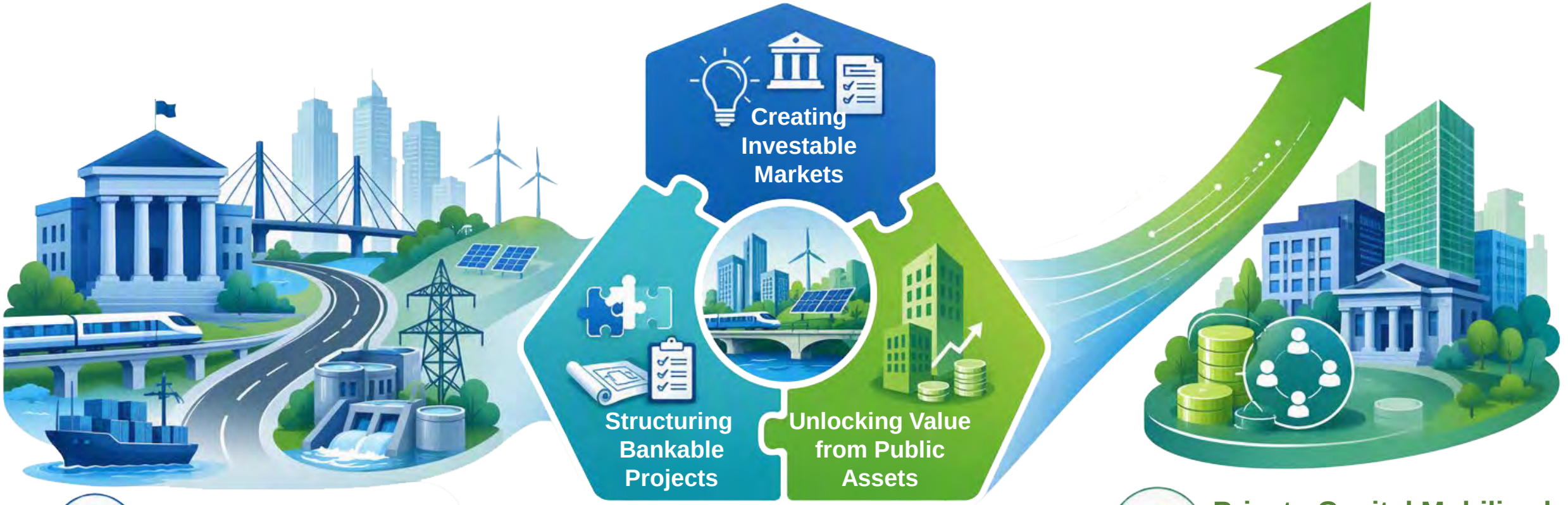
Successful PPPs require strong governance, transparent procurement, sound regulation, capable institutions, and appropriate risk allocation.

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How ADB Mobilizes Private Capital for Development



ADB bridges **government priorities** and **private sector solutions**



Government Priorities
Infrastructure and public services that drive inclusive growth

ADB Advisory Operations
TECHNICAL • FINANCIAL • TRANSACTION

Private Capital Mobilized
Institutional investors, funds, and private sector expertise finance sustainable infrastructure

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Why ADB





Trusted Partner and Honest Broker



Integrated ADB Support Across the Project Lifecycle



Markets Development, Investment Readiness and Value for Money



Regional Knowledge, Networks, and Investor Reach

Tailored, Integrated Advisory Solutions





Sovereign and Country Expertise



OMDP Markets and Transaction Advisory



Nonsovereign and Sector Expertise

ADB brings together expertise from sovereign and nonsovereign operations, sector teams, country teams, and transaction advisory specialists to deliver coordinated support across the project lifecycle.

OMDP Presence

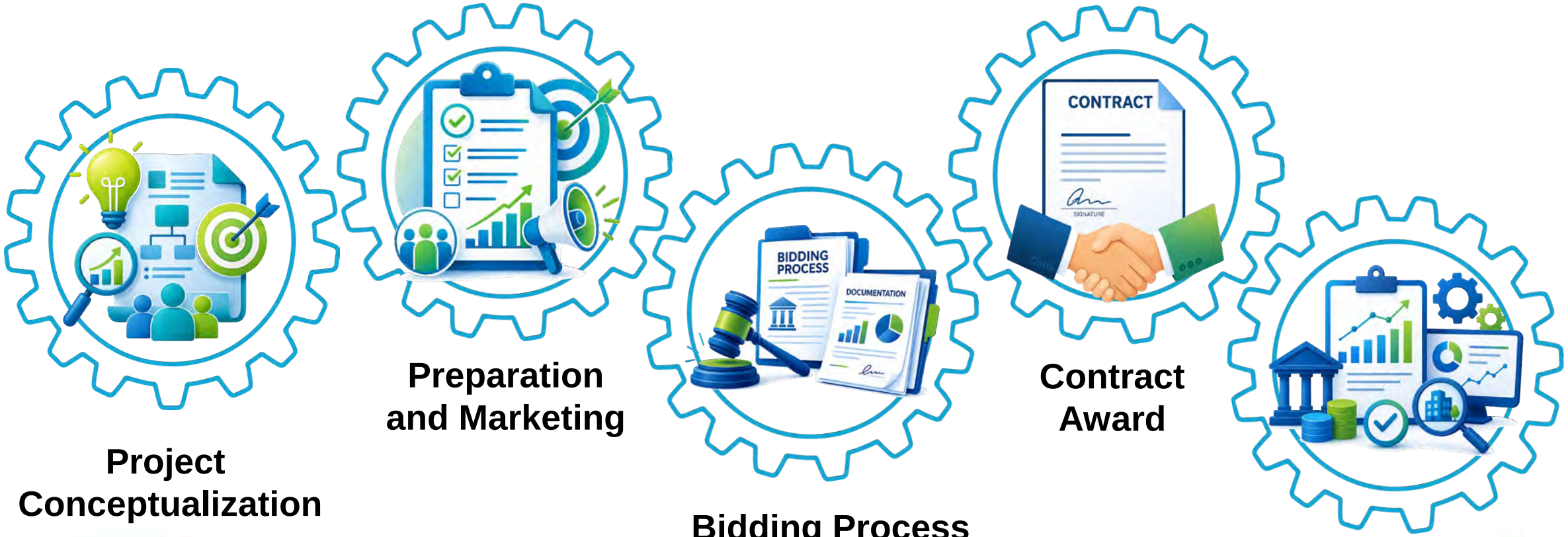
India • Kazakhstan • Singapore • Thailand • Uzbekistan • Philippines • Australia

OMDP staff are based across key regional locations, bringing local market knowledge and closer engagement with clients.

Bringing Projects to Market Through TAS



Transaction Advisory Services (TAS) is a fee-based advisory services that helps governments structure and competitively procure viable PPP projects.



Project Conceptualization

Preparation and Marketing

Bidding Process and Documentation

Contract Award

Financial Close Support and Project Monitoring

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ADB's Advisory Services Across the Investment Lifecycle



CORE ADVISORY FUNCTIONS



Capacity Building and Enabling Environment

Strengthen policies, institutions, regulatory frameworks, government capacity, and project pipelines



Project Preparation and Transaction Advisory

Prepare and structure bankable projects to market through technical, financial, procurement, and transaction advisory services.



Project Monitoring

Support contract management, project monitoring, and implementation oversight, performance improvement, and value realization after commercial close.

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Clients and Partners



AlloyMtd
MTD ACPI ENGINEERING BERHAD

BCDA
Bases Conversion and Development Authority

CCCC
CHINA COMMUNICATIONS CONSTRUCTION COMPANY

中国路桥工程有限责任公司
CHINA ROAD & BRIDGE CORPORATION

CHINA HARBOUR ENGINEERING COMPANY LTD.

CHUBU Electric Power

DEPARTMENT OF FINANCE
REPUBLIC OF THE PHILIPPINES

ELECTRICITE DU CAMBODGE

FMC

gemalto
security to be free

HYUNDAI
ENGINEERING & CONSTRUCTION

IDEMIA

K water

Kansai Electric Power
power with heart

KUCH ADOLATDADIR TOSHKENT

Marubeni

Masdar
A MUBADALA COMPANY

MERALCO

METITO

MGS
CONSTRUCTION, INC.

MPE
Ministry for Public Enterprises

O'ZBEKISTON MILLIY ELEKTR TARMOQLARI

NEC
中国核建

next|ix

Palau Public Utilities Corporation
Today's Conservation is Tomorrow's Prosperity

Public Private Partnership Authority

PRIME
PRIME ROAD POWER

PRIME
ASSET VENTURES, INC.

PrimeWater

PHILIPPINE STATISTICS AUTHORITY
Solid · Responsive · World-class

SHAMIM ENTERPRISE

SABG

四川公路桥梁建设集团有限公司
SICHUAN ROAD & BRIDGE (GROUP) CO., LTD.

SOLAR PACIFIC

TAHAL GROUP

TINA RIVER
HYDRO DEVELOPMENT PROJECT

VEOLIA

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and many more

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Key Resources

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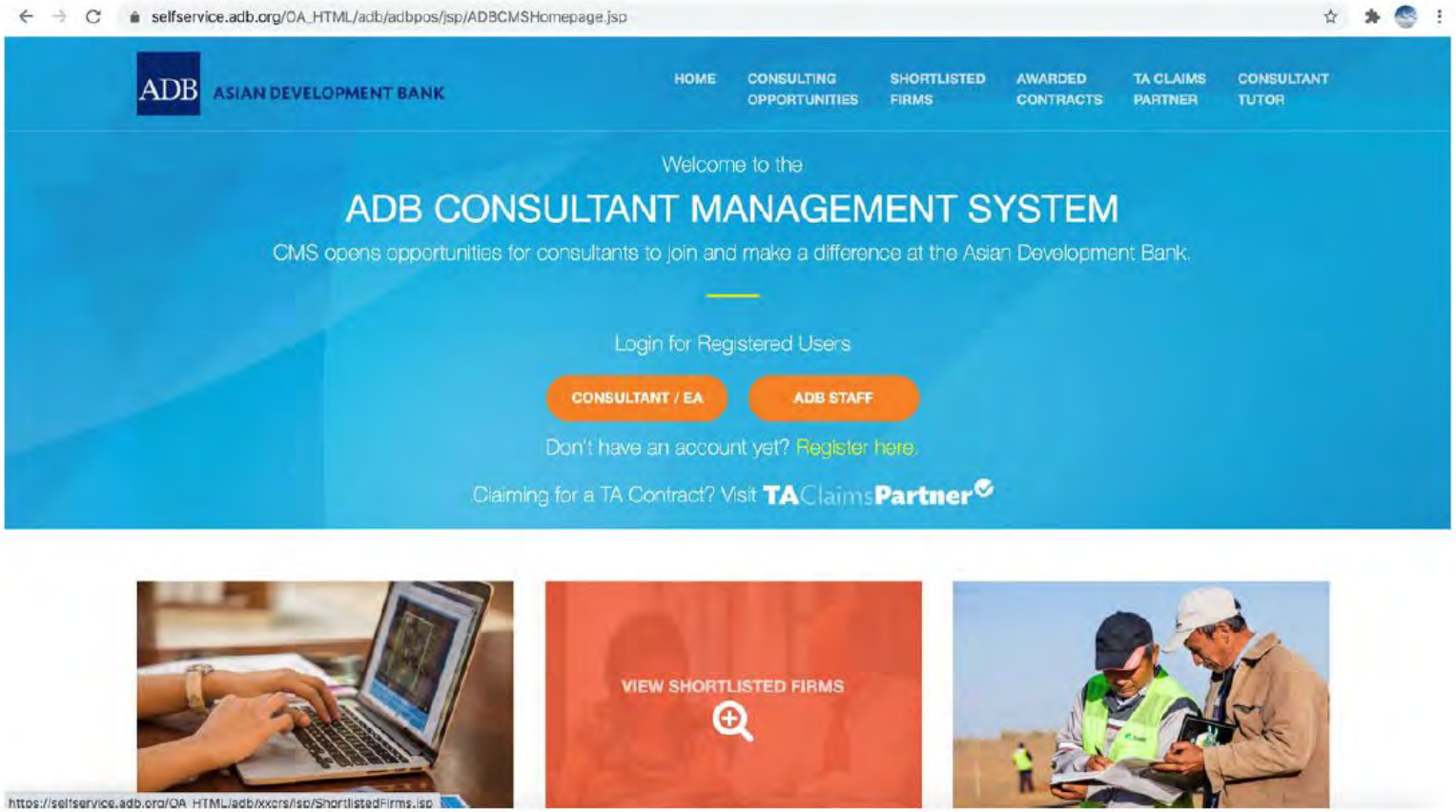
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ADB Consultant Management System (CMS)



For Individual and Firm Consulting Assignments



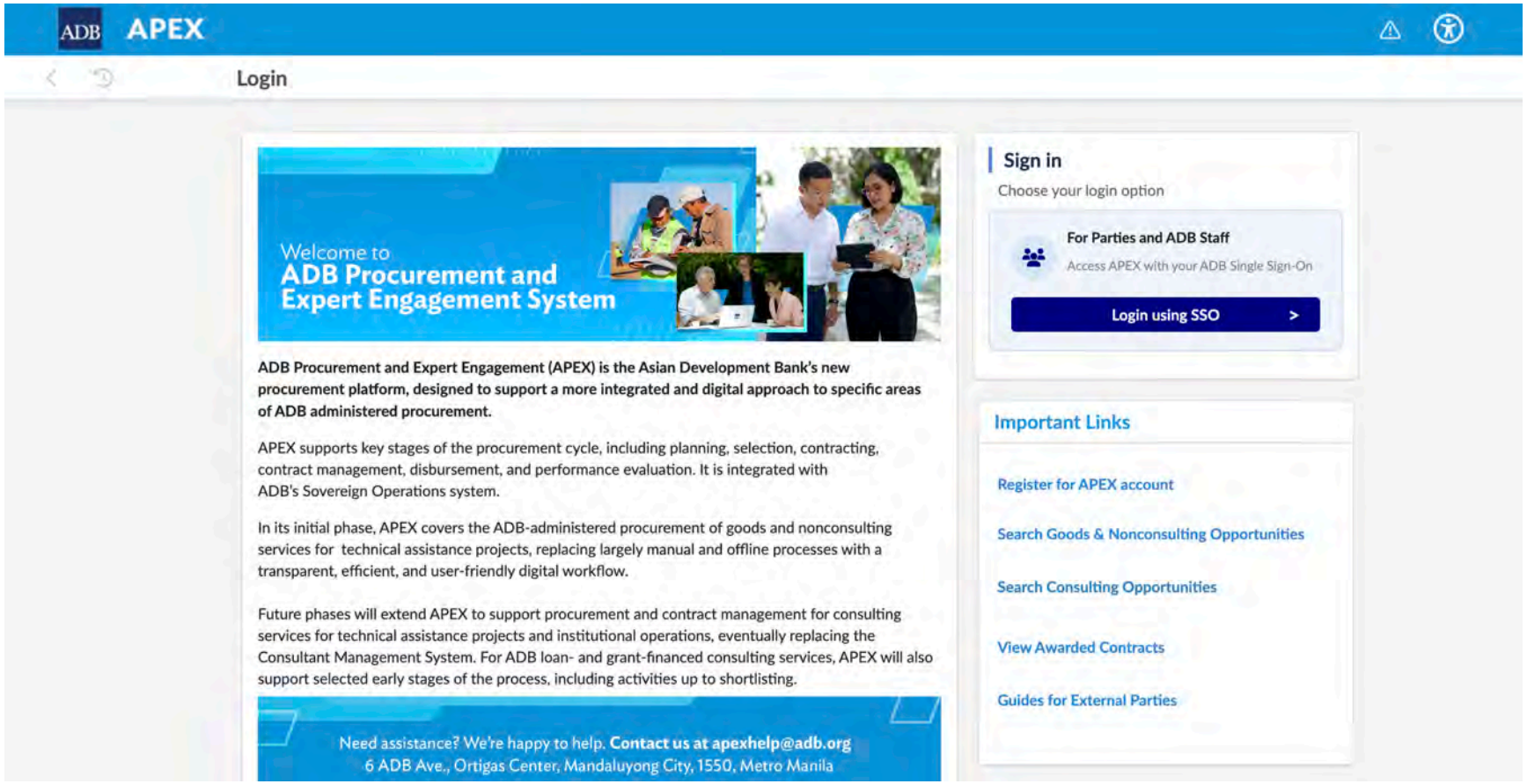
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ADB Procurement and Expert Engagement System (APEX)



For Goods and Nonconsulting Opportunities



Debriefing and Complaints



Debriefing

- Unsuccessful bidders may request debriefing from the procuring entity (the EA or ADB). If they are not satisfied with the explanation given, they may submit a complaint.
- Debriefings are an excellent learning opportunity for future bids!

Complaints

- Bidders may file complaint directly with ADB and may copy ADB on correspondence with EAs.
- Complaints to ADB should be submitted through online form: https://www.adb.org/forms/complaints

Where to Find Information



ADB Project Procurement
https://www.adb.org/business/project-procurement

Tenders
https://www.adb.org/projects/tenders

ADB CMS
https://www.cms.adb.org

ADB APEX
https://www.apex.adb.org

Resident Mission Directory
https://www.adb.org/contacts/main

Where to Find Information (cont.)



ADB Business Center
https://www.linkedin.com/showcase/adb-business-center/

ADB Consultant Network
https://www.linkedin.com/groups/3796524/

ADB Suppliers Network
https://www.linkedin.com/groups/3796532/

General Queries
https://www.adb.org/contact?target

For more information: PSOD



Contact us at:
psodcomms@adb.org

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For more information: OMDP



SCAN TO LEARN MORE

Explore our services, expertise, and project experience.

Watch why PPPs are key to economic growth

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THANK YOU

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