



ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026

21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA



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Strengthening ADB's Resilience Through Procurement

SAN MAN MU

**Head, Corporate Procurement Business Partner
for Multiple Departments and Governance**

Client-focused | Organization-ready | Resilience-driven | Environment-conscious

VALUE FOR MONEY: DRIVING QUALITY INFRASTRUCTURE

Global Disruption Trends



What a magnitude **7.2 earthquake** could do to Metro Manila

IMPACT CATEGORY



168,000

Buildings that may collapse

339,800 Partly damaged buildings



33,500

Estimated fatalities

113,600 Estimated injured individuals



500,000

Vulnerable structures near West Valley Fault

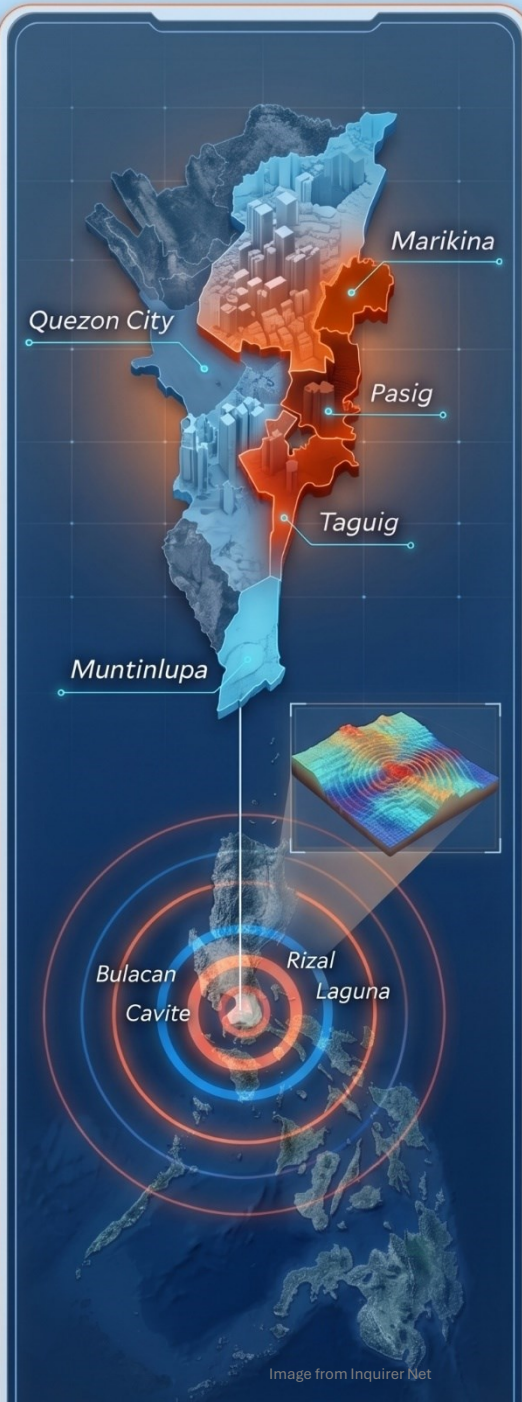
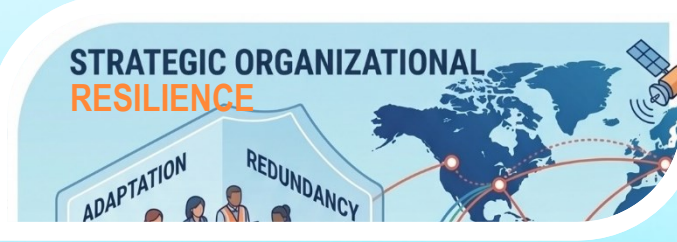


Image from Inquirer Net

PROCUREMENT AS A RESILIENCE PARTNER

Local Current State: A More Complex Risk Landscape

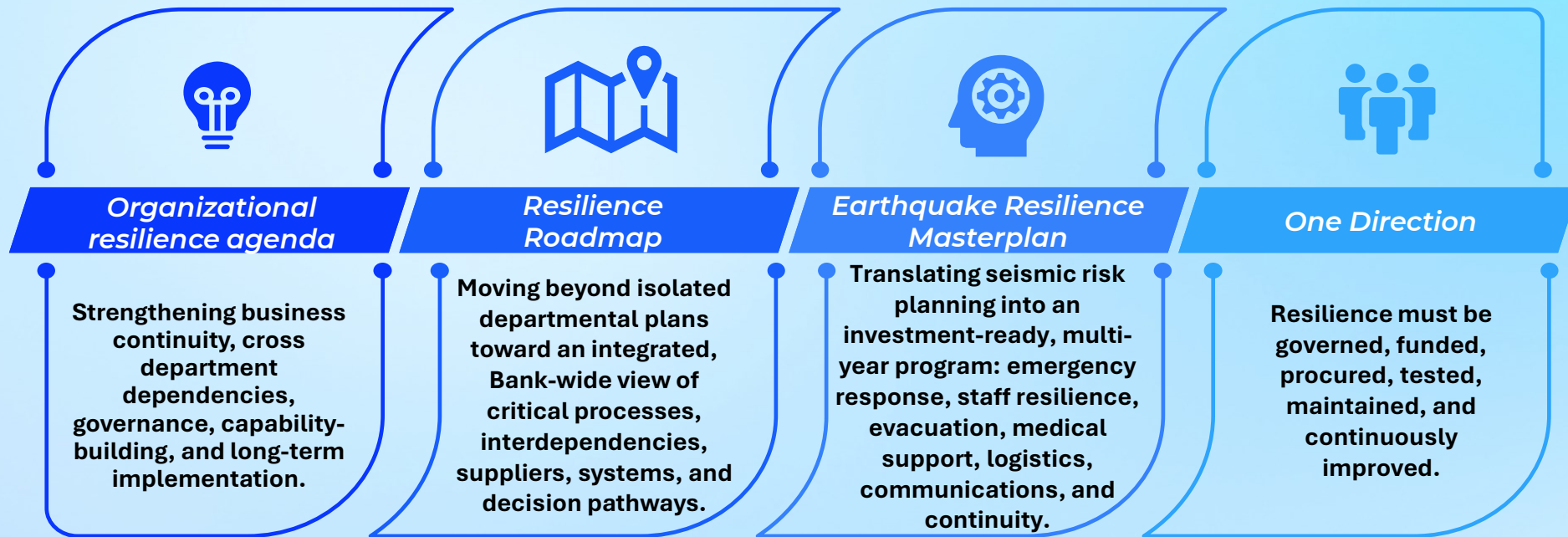
- **Client** — Continued support to all departments and FOs
- **Organization** — Institutional readiness
- **Resilience** — Ability to perform under disruption
- **Environmental Sustainability** — Ability to remain sustainable



FROM PLANNING TO OPERATIONAL CAPABILITY

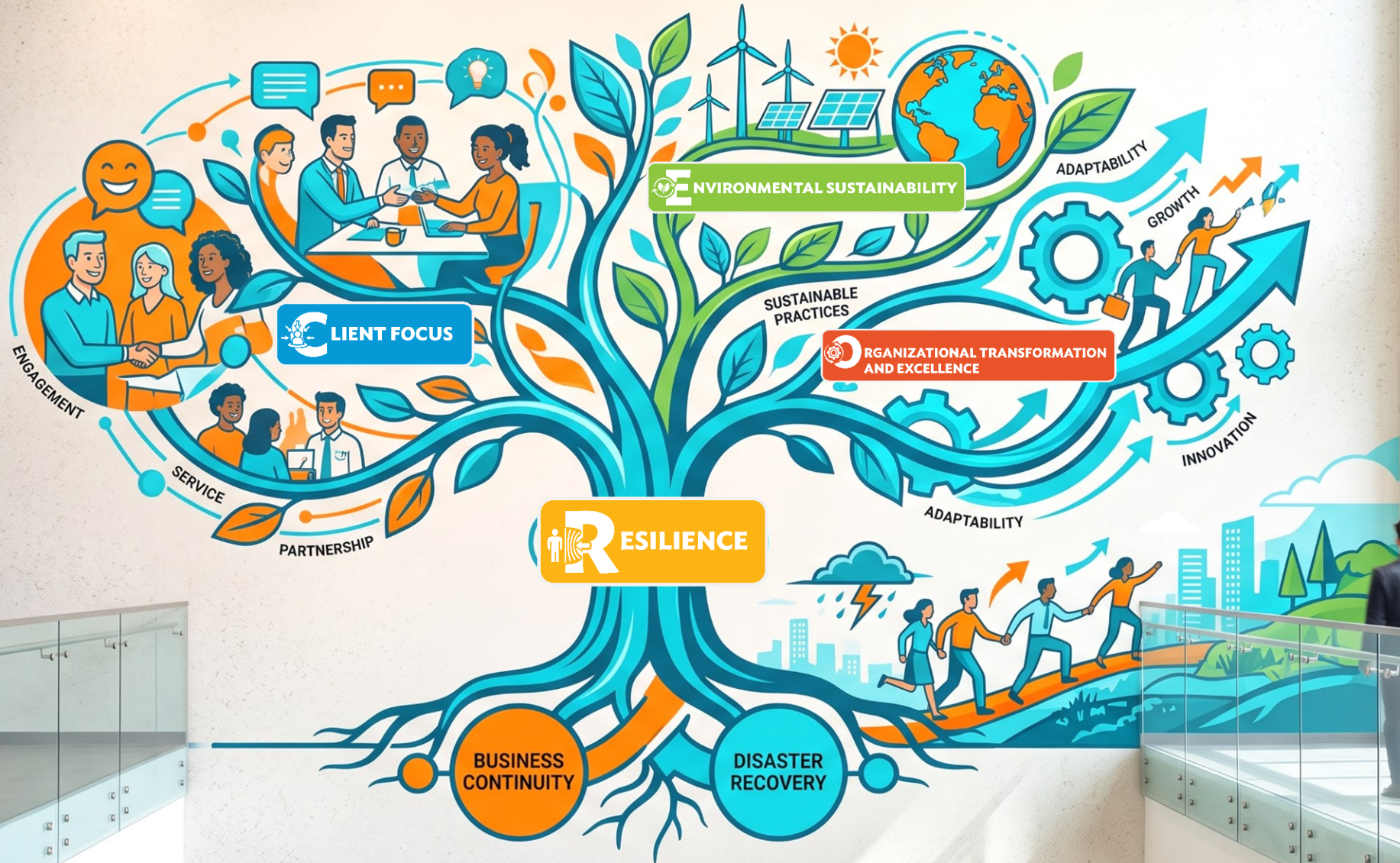
ADB's Drive to Become More Resilient

ADB is moving from resilience as a planning exercise to resilience as a sustained operational capability.

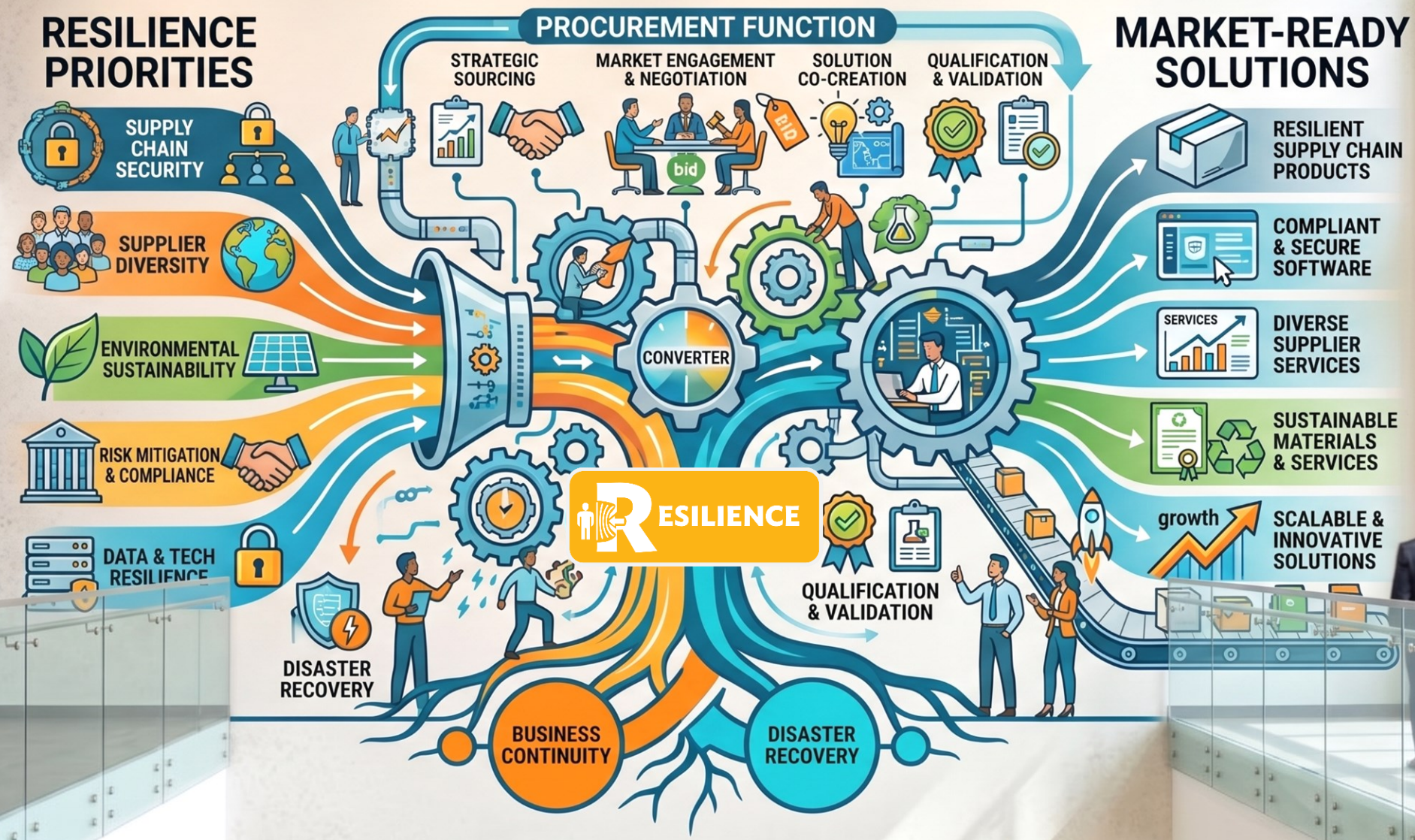


**Resilience is not a document.
It is a capability that must work under pressure.**

ORGANIZATIONAL RESILIENCE



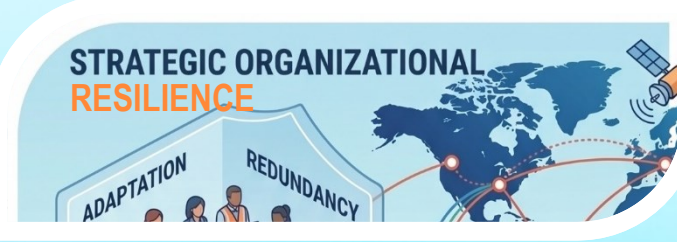
TRANSFORMING RESILIENCE PRIORITIES INTO MARKET-READY SOLUTIONS THROUGH PROCUREMENT





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ADB's Search for Business Partners

WHAT KIND OF PARTNERS DOES CORPORATE PROCUREMENT NEED?

1 Proven reliability and strong delivery track records

2 Rapid mobilization and scalable emergency resources

3 Ability to work with public, private, and international networks

4 Support for training, testing, and after-action reviews

5 Business continuity and disaster response capability

6 Regional or multi-location capacity, not Manila-only delivery

7 Sustainable, reusable, and cost-effective solutions

8 Governance, compliance, and fiduciary discipline

We are looking for partners who can support continuity of business and deliver before, during, and after disruption.



CORE in Practice

STRATEGY MEETS EARTHQUAKE READINESS





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Procurement Opportunities

BUILDING THE RESILIENCE ECOSYSTEM — WHERE THE MARKET CAN CONTRIBUTE

Resilience creates opportunities across services, systems, people, logistics, and technology.



EMERGENCY LOGISTICS & TRANSPORT

- Multimodal Evacuation & Transport



RALLY HOUSES & SAFE HAVENS

- Quadrant Safe Havens, Reception & Accommodation

EMERGENCY

- Satellite Communications, Help Desk Surge, Crisis Technology



WAREHOUSING & EMERGENCY SUPPLIES

- Containerized Kits, Food and Shelter

SECURITY & ROUTE PROTECTION

- Access Control, Route Protection, Reception Centre Support



EMERGENCY MEDICAL RESPONSE

- Triage Stations, and Welfare Services

CRISIS MANAGEMENT ADVISORY

- Simulations, and After-Action Reviews



SEARCH & RESCUE CAPABILITY

- Training, Certification, and Equipment

CONTINUITY SUPPORT

- Organizational Resilience Implementation Support



EMERGENCY COMMUNICATIONS



- Evaluation, Reporting, and Resilience Maturity Tracking Support



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What This Means for Suppliers

ADB'S MARKET EXPECTATIONS

ADB's resilience agenda requires suppliers who can provide value, assurance, and credible readiness.

Continuity, not just capability

Be prepared to demonstrate continuity capability, not only technical capability.

Performance under stress

Show how your services will perform under disrupted conditions.

Practical and costed

Offer scalable, practical, and costed solutions.

Long-term resilience

Help ADB build lasting resilience, not short-term compliance.

Beyond one-time delivery

Support training, testing, and continuous improvement.

Implementable innovation

Bring innovation that works within ADB's governance and operating model.



VALUE FOR MONEY: DRIVING QUALITY INFRASTRUCTURE

CSPC strives to connect ADB's resilience ambition with the market capabilities needed to deliver it.



Through CORE Procurement, ADB will work with capable, innovative, and responsible business partners to strengthen institutional resilience. Our goal is to support ADB's operations, protect people, prepare the organization, and build sustainable response capability for an increasingly uncertain environment.