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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

10 August 2026

Bisma Husen
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

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

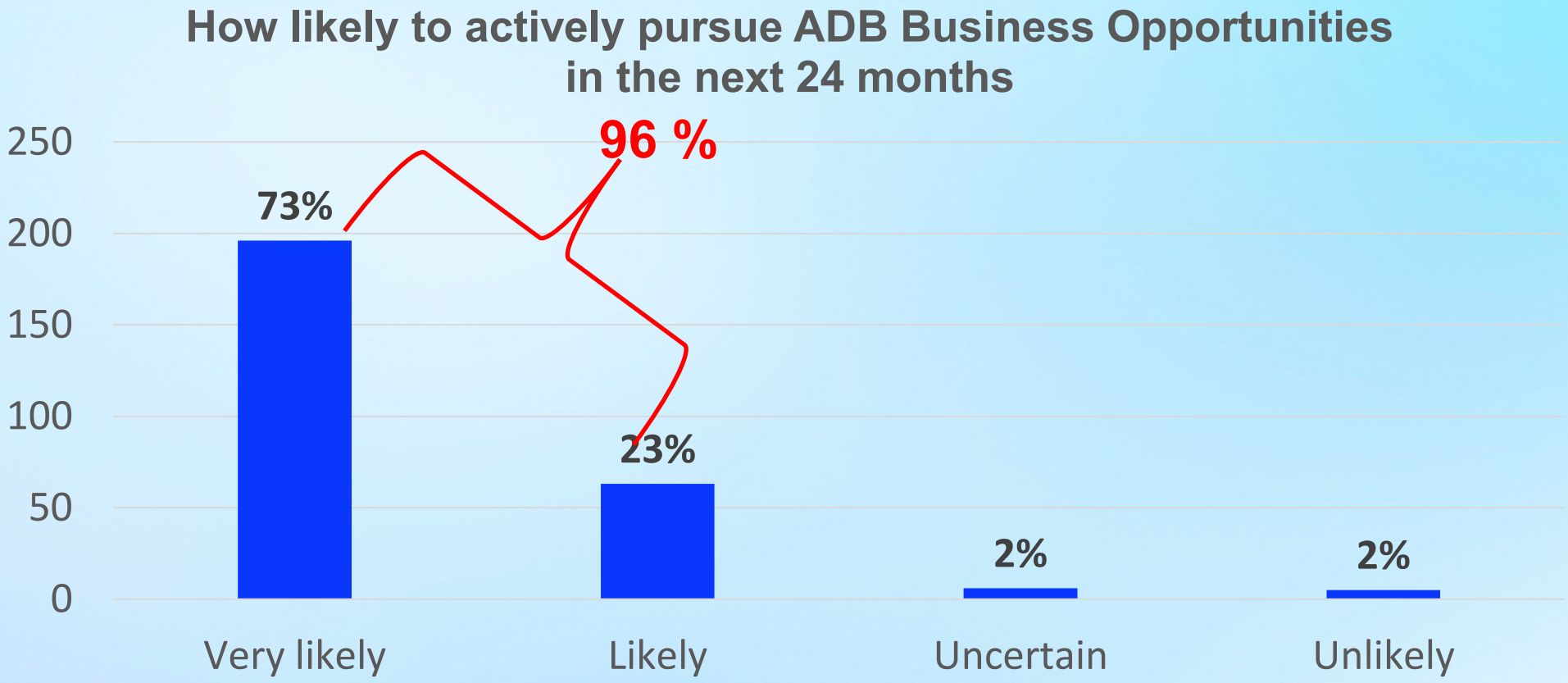
21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA

Highlights of BOF 2025



VALUE FOR MONEY: DRIVING QUALITY INFRASTRUCTURE

Highlights of BOF 2025



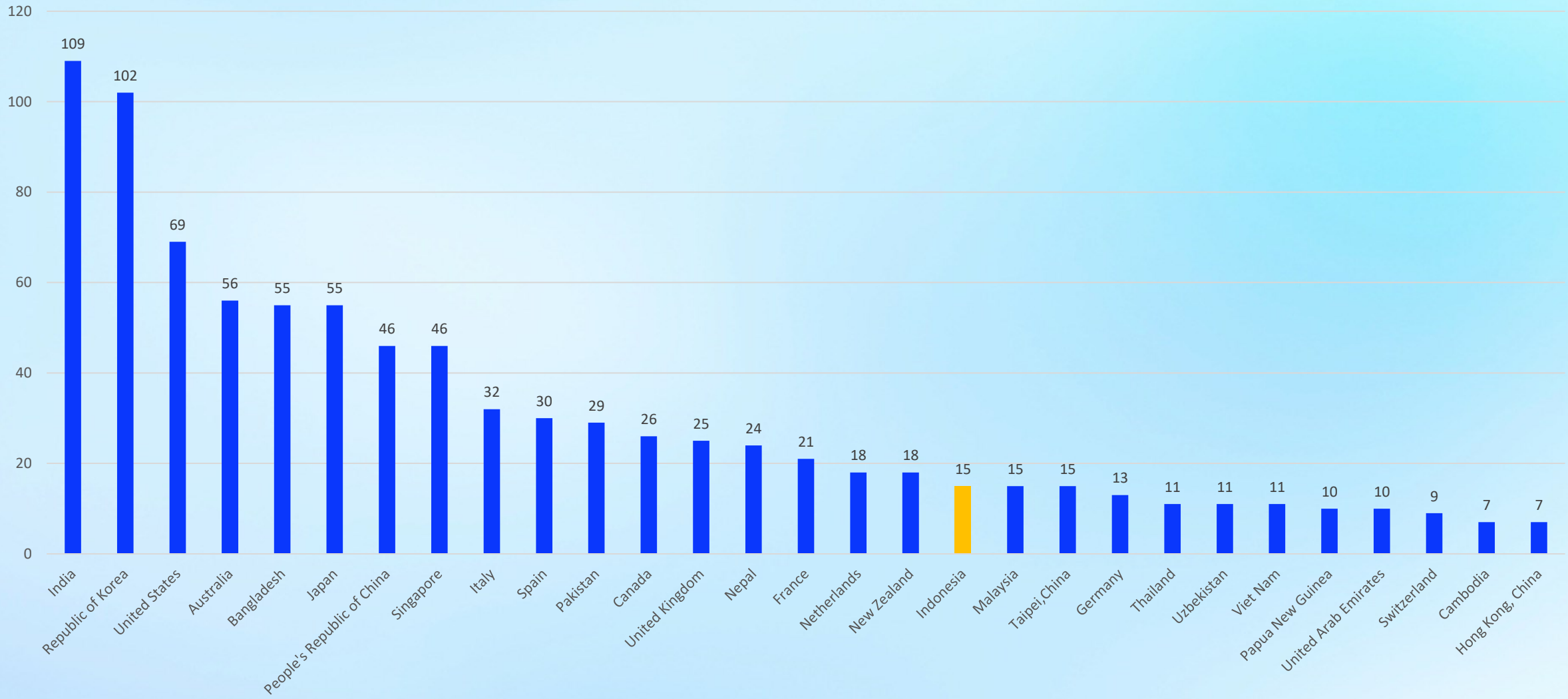
INDONESIA – BOF Participation

Year	Total Participants	Indonesia Participants	Share of Total
BOF 2023	721	8	1.11%
BOF 2024	1,056	10	0.95%
BOF 2025	1,243	10	0.80%
Total	**3,020**	**28**	**0.93%**

BOF 2026	EOIs received	**15**	(biggest so far)

ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026

21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA



VALUE FOR MONEY: DRIVING QUALITY INFRASTRUCTURE

BOF 2025 Opening Plenary





ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026

21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA

Panel Discussions of BOF 2025











Booth Launch











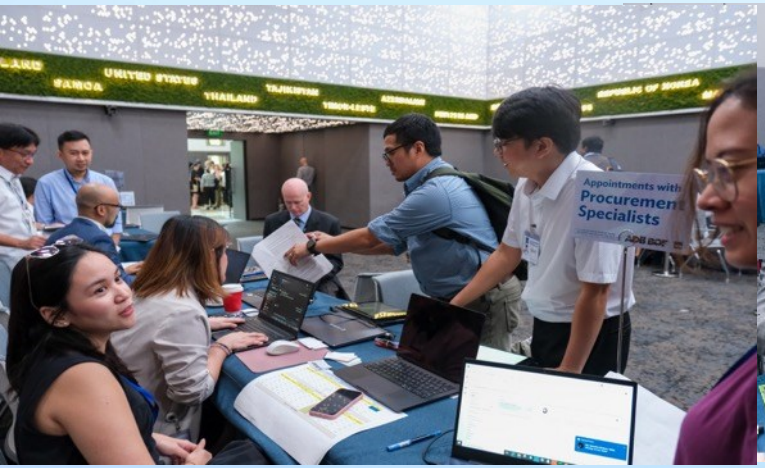


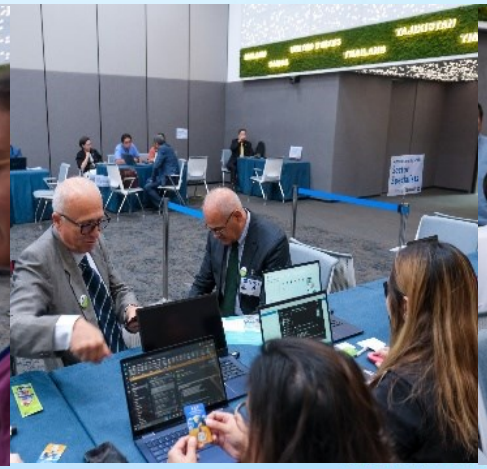


BOF Program Features

Aside from the agenda sessions, features include:

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







BOF Program Features

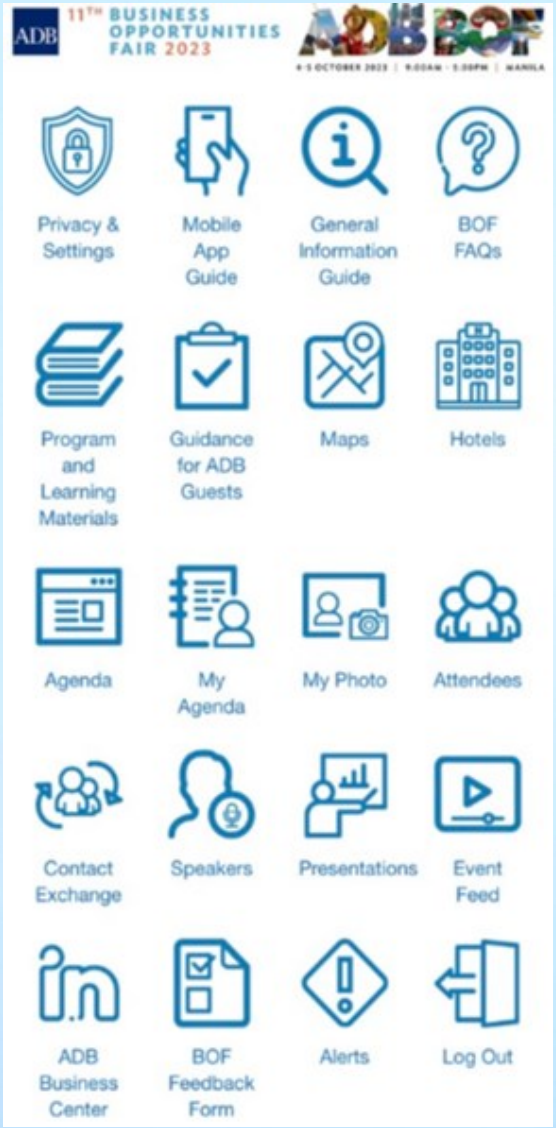
- A "Networking Lounge" is open on both days near the event rooms, where participants can meet, network, relax, work, and take refreshments.











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

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

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.***

ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2026
21-24 SEPTEMBER 2026 | ADB HEADQUARTERS, MANILA

as of 28 July 2026

Value for Money: Driving Quality Infrastructure

21 September 2026, Monday

Pre-BOF Sessions

Early Registration
(claiming of event badges/IDs for confirmed BOF participants)
8:00 - 17:00
Visitor Registration Center (VRC), ADB Avenue

Raising Standards in Project Delivery: Contracts that Work
Workshop on Conditions of Contracts for Contractors and Project Team Leaders
Audi Halls 3 & 4 / 9:00 - 12:00

Advancing Quality in Practice
De-risking Public Procurement with Open Contracting (c/o Open Contracting Partnerships)
MFH 5 / 10:30 - 12:00

From Procurement to Project Success
Delivering Sustainable Infrastructure and Development Outcomes in a Changing World
Project Management Institute (PMI) session
MFH 4 / 10:30 - 12:00

Launching of Booths
Ribbon Cutting
Main Lobby
13:30 – 13:45

Opportunities for Civil Society, Academia, and Nongovernment Organizations
(c/o NGO and Civil Society Center - NGOC)
Audi Halls 1 & 2 / 14:00 - 15:30

Institutional Procurement
(c/o Corporate Services Department)
Audi Halls 3 & 4 / 14:00 - 15:30

From Compliance to Quality
CTL Session
MFH 1 / 14:00 - 15:30

Maximizing Impact
Financial Management
MFH 2 / 14:00 - 15:30

Evaluating for Excellence
Merit Point Criteria
MFH 3 / 14:00 - 15:30

Early Market Engagement for Quality Project Outcomes
EME - Energy
Theater 1 / 14:00 - 15:30

Tourism: Emerging Opportunities Across ADB's Portfolio
Water and Urban Development - Tourism
MFH 7 / 14:00 - 15:30

**Networking Lounge at the Private Dining Rooms opens at 12nn of 22 September until 23 September.*
**One-on-One meetings with Procurement Specialists at MFH 6 opens at 12nn of 22 September until 23 September.*

- Opening/Closing Plenary
- Sector/Thematic Sessions
- Impact Sessions - Panel Discusion
- PPFD-led Sessions
- Lunch Break
- Country Case Studies
- Training Sessions/Workshops
- Procurement Innovation Sessions
- EME Sessions
- Networking Sessions
- Early Registration
- Booth Launch
- OAI Session
- Civil Society Session
- Institutional Procurement Session
- Contractors' Forum
- Consultants' Forun
- Social Infrastructure Innovation Session

DAY 1 - 22 September 2026, Tuesday

Main BOF Sessions
Empowering People

OPENING PLENARY
Welcome and Opening Remarks
Auditorium Halls 1-4
9:00 – 9:15

IMPACT SESSION
Partnering with Purpose (Panel Discussion)
A Dialogue with Industry Partners
Auditorium Halls 1-4
9:15 – 10:30

COFFEE BREAK
10:30 – 10:45

Value for Money Session (c/o PPFD)
Auditorium Halls 1-4
10:45 – 11:30

PROCUREMENT DEMYSTIFIED
The ADB Procurement System
(c/o PPFD)
Auditorium Halls 1-4
11:30 – 12:30

Early Market Engagement for Quality Project Outcomes
EME - Transport
MFH 7
11:30 - 13:00

LUNCH BREAK
12:30 – 13:30

SECTOR-FOCUSED DEEP DIVES
Portfolio and Upcoming Pipelines
13:30 – 14:45

Powering People, Energizing Futures
(Energy)
Audi Halls 1 & 2

From Infrastructure to Food Security: Delivering for People
(Agriculture, Food, Nature,and Rural Development)
Audi Halls 3 & 4

BREAK
14:45 – 15:00

15:00 – 16:15

Water Solutions and Resilient Urban Futures
(Water and Urban Development)
Audi Halls 1 & 2

Governing for Results, Delivering for People
(Public Sector Management and Governance)
Audi Halls 3 & 4

COFFEE BREAK
16:15 – 16:30

16:30 – 17:45

Moving People, Transforming Cities, Connecting Regions
(Transport)
Audi Halls 1 & 2

Building Human Capital, Delivering Better Lives
(Human and Social Development)
Audi Halls 3 & 4

NETWORKING COCKTAILS
Staff Hub
17:45 - 20:00

DAY 2 - 23 September 2026, Wednesday

Main BOF Sessions
Driving Growth

DAY 2 OPENING SESSION
Welcome Remarks
Auditorium Halls 2-4
9:00 – 9:15

IMPACT SESSION
Partnering with Purpose (Panel Discussion)
Hearing from Government Agencies
Auditorium Halls 2-4
9:15 – 10:15

COFFEE BREAK
10:15 – 10:45

SECTOR AND THEMATIC-FOCUSED DEEP DIVES
10:45 - 11:45

Inclusive Growth
Safeguards
Audi Hall 1

Sustainable Growth
Climate Change, Climate Resilience
Audi Hall 2

Finance for Growth
Finance Sector
Audi Hall 3

Scaling Growth through Innovation
Digital Sector
Audi Hall 4

Inclusive Growth
Gender
Theater 1

Partnerships for Growth
Private Sector Operations Department (PSOD) and Office of Markets Development and Public-Private Partnership (OMDP)
MFH 5

Growth Beyond Borders
Regional Cooperation and Integration (RCI) and Fragile and Conflict-Affected Situations (FCAS)
MFH 6

LUNCH BREAK
11:45 – 12:45

INNOVATION SESSIONS
12:45 – 13:45

SOCIAL INFRASTRUCTURE INNOVATION SESSION

Dialogue for contractors and Project Team Leads
Audi Hall 1

PROCUREMENT INNOVATION SESSIONS

Sustainable Procurement
Updates and Carbon Footprint Measurement
Audi Hall 2

Smart Systems, Stronger Partnerships
e-Government Procurement
Audi Hall 3

Evaluating for Excellence
Merit Point Criteria
Audi Hall 4

BREAK
13:45 – 14:00

Work with Us (Human Resouces)
Career Opportunities with ADB – Budget, People, and Management Systems Department (BPMSD)
Audi Hall 1
14:00 – 15:00

Building for Generations: Mapping Social Infrastructure Impact with the P^{5}™ Standard
Sustainability in Project Managament PMI Session
Audi Hall 2
14:00 – 15:00

Procurement Demystified
Identifying Business Opportunities on ADB's Website
Audi Halls 3 & 4
14:00 – 15:00

COFFEE BREAK
15:00 – 15:15

Maximizing Impact
Financial Management Session
Audi Hall 1
15:15 – 16:15

Procurement Demystified
Anticorruption, Integrity, and Complaints
Audi Hall 2
15:15 – 16:15

Procurement Demystified
Consultants' Clinic
Audi Halls 3 & 4
15:15 – 16:15

Early Market Engagement for Quality Project Outcomes
EME - Water and Urban Development
MFH 5
15:15 - 16:45

BREAK
16:15 – 16:30

Operationalizing Growth: Lessons from Countries
Country Case Studies and Stories
Audi Halls 2-4
16:30 – 17:30

CLOSING PLENARY
Charting the Future: Procurement for People, Planet, and Prosperity
Audi Halls 2-4
17:30 - 18:45

INTERNAL. This information is accessible to ADB Management and staff. It may be shared outside ADB with appropriate permission.

DAY 3 - 24 September 2026, Thursday

Post-BOF Sessions (Workshops)
Enhancing Quality

Early Market Engagement for Quality Project Outcomes
Early Market Engagement (EME) Sessions
8:30 – 10:00

Agriculture, Food, Nature,and Rural Development	Digital	Energy	Human and Social Development	Transport	Water and Urban Development	EME (TBA)	EME (TBA)	EME (TBA)
MFH 5	*MFH 7*	*Audi Hall 1*	*MFH 6*	*Audi Hall 2*	*MFH 4*	*Audi Hall 3*	*Audi Hall 3*	*Theater 1*

COFFEE BREAK
10:00 - 10:30

Consultants' Forum
Voices from the Field
Audi Halls 1-2
10:30 – 12:30

Contractors' Forum
Optimizing Contract Management of ADB-financed Projects
Audi Halls 3-4
10:30 – 12:30

LUNCH BREAK
12:30 – 13:30

TRAINING/WORKSHOP SESSIONS
13:30 – 15:00

Making your Best Proposal Preparation of Bidding Documents and Proposals	Evaluating for Excellence Merit Point Criteria	Enhancing Quality: ESF Tools and Practices Environmental and Social Framework (ESF)	Delivering Quality Results Contract Management	From Compliance to Quality CTL Session	Raising Standards in Project Delivery: Contracts that Work Workshop on Conditions of Contracts for Contractors and Project Team Leaders	Advancing Quality in Practice De-risking Public Procurement with Open Contracting (c/o Open Contracting Partnerships)	Practical Strategies for Successful Delivery Managing Risk and Contracts on Major Infrastructure Projects Project Management Institute (PMI) session
Audi Hall 1 & 2	*Audi Hall 3*	*Audi Hall 4*	*MFH 4*	*MFH 5*	*Theater 1*	*MFH 6*	*MFH 7*

COFFEE BREAK
15:00 – 15:30

TRAINING/WORKSHOP SESSIONS
15:30 – 17:00

Making your Best Proposal Preparation of Bidding Documents and Proposals	Evaluating for Excellence Merit Point Criteria	Enhancing Quality: ESF Tools and Practices Environmental and Social Framework (ESF)	Maximizing Impact Financial Management	From Compliance to Quality CTL Session	Raising Standards in Project Delivery: Contracts that Work Workshop on Conditions of Contracts for Contractors and Project Team Leaders	Advancing Quality in Practice De-risking Public Procurement with Open Contracting (c/o Open Contracting Partnerships)	Practical Strategies for Successful Delivery Managing Risk and Contracts on Major Infrastructure Projects Project Management Institute (PMI) session
Audi Hall 1 & 2	*Audi Hall 3*	*Audi Hall 4*	*MFH 4*	*MFH 5*	*Theater 1*	*MFH 6*	*MFH 7*

- Get more information here:

[Business Opportunities Fair 2026]

- Submit your EOI here:

(open until **14 August**, end of day)

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

BOF Team Support

- **Contacts:**
  Procurement Director: Galiya Ismakova - gismakova@adb.org
  BOF Team Leads:
  - Sharlene Jo-Ann Shillingford-Mcklmon, Principal Procurement Specialist – ssmcklmon@adb.org
  - Bisma Husen, Principal Procurement Specialist – bhusen@adb.org

- **BOF-BOS Team Consultants:**
  Apple, Clarisse, Gigi, Celine, and Jerald – adbbusinessopportunities@adb.org

Thank you and see you all at the BOF 2026!

Appendices

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)
    - 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