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Introduction to ADB, India Operations, and Access to Business Opportunities

Stephane Y. Bessadi
Senior Procurement Specialist PPFD, INRM, ADB

31 August 2026 | Mumbai

1

A Brief About ADB



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

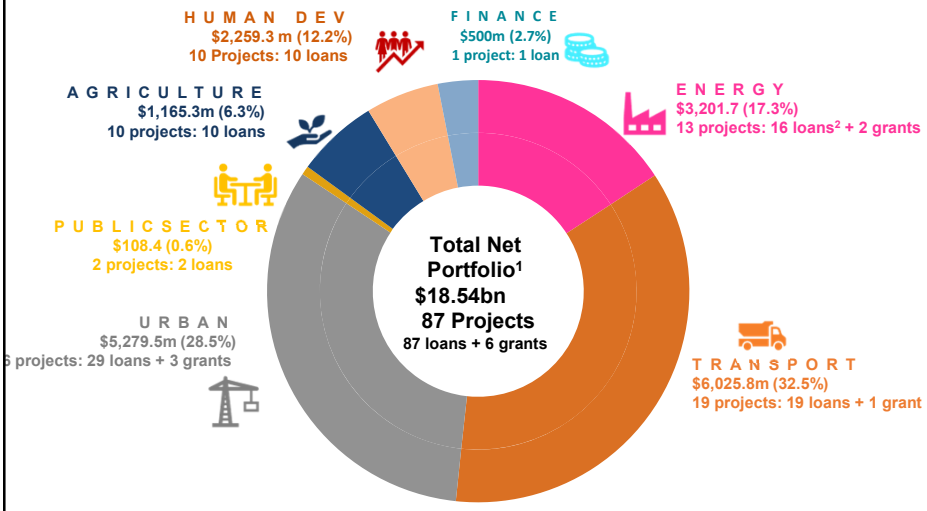
- *Private sector*
- *NGOs and CBOs*
- *Foundations*
- *Academia /Think Tanks*
- *Donors*
- *Other Intl. Organizations*

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

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ADB's Ongoing Portfolio in India by Sector

(as of 31 December 2025)



Active Net Portfolio				
	LOANS		GRANTS	
	#	($M)	#	($M)
Transport	19	6,022.8	1	3.0
Urban	29	5,267.6	3	11.9
Agriculture	10	1,165.3	-	-
Energy	16	3,197.7	2	4.0
Human	10	2,259.3	-	-
Public Sector	2	108.4		
Finance	1	500.0	-	-
TOTAL	87	18,521.1	6	18.9

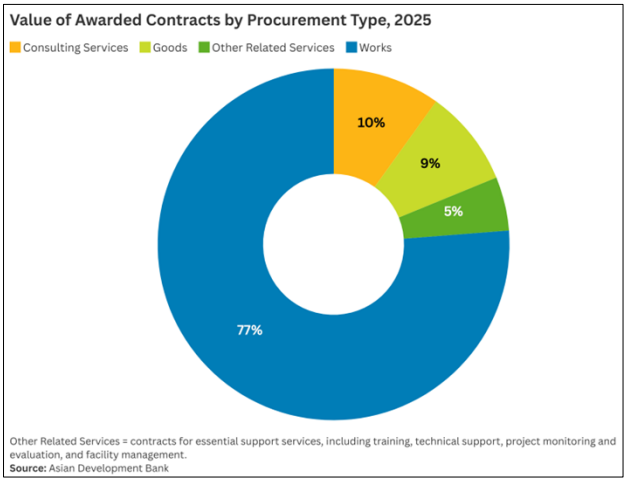
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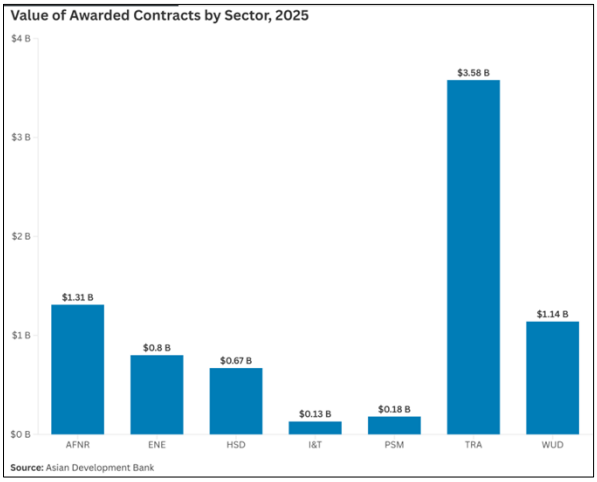
1. Loan amounts on 'approval' basis. Net Amount refers to the principal and supplementary amount of loans/grants less cancellations (includes 4 PRFs)
2. Includes 3 CTF loans

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Value of Awarded Contracts 2025





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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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5

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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7

Procurement Framework



ADB Procurement Policy



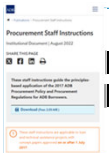
Procurement Directive for ADB Borrowers



Standard Bidding Documents and User Guides



Guidance Notes



Procurement Staff Instructions

Technical Instructions

8

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Core Procurement Principles

- Economy
- Efficiency
- Fairness
- Transparency
- Quality
- Value for money

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9

New Procurement Directive : 01 January 2026 onwards

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.

10

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Updates in Procurement Framework
From 01 January 2026 onwards

- 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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11

Sustainable Public Procurement

Sustainable public procurement

achieved through

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

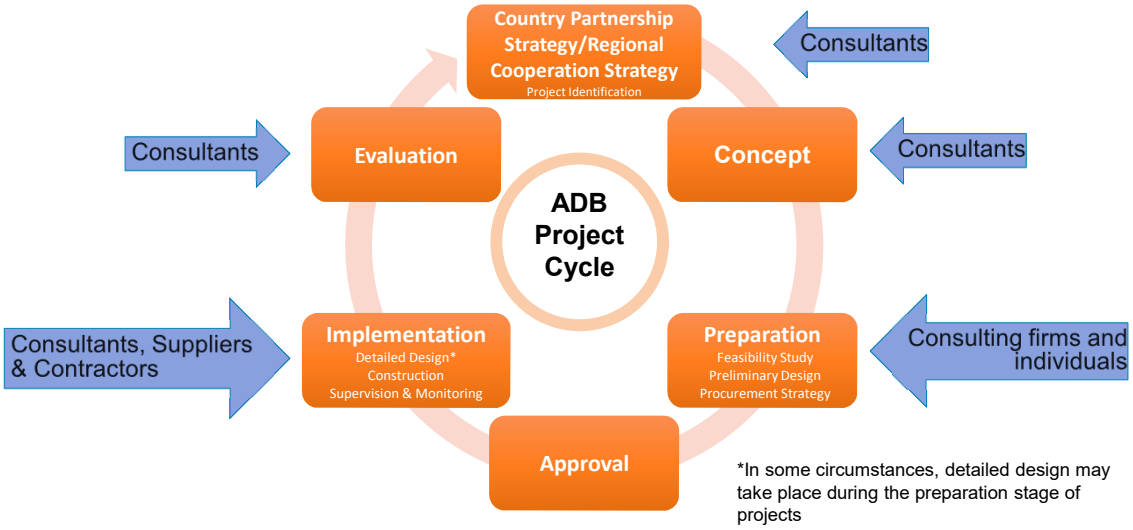
informed by prioritization and market analysis



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12

When is the Private Sector Engaged?

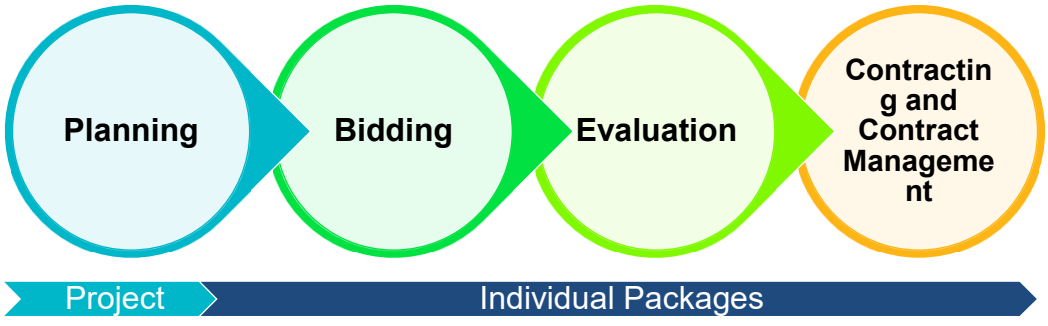


*In some circumstances, detailed design may take place during the preparation stage of projects

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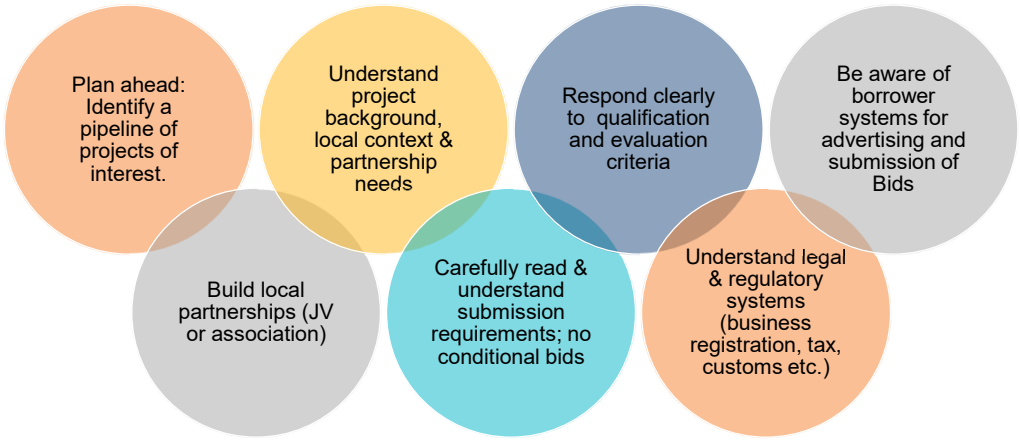
Procurement Process



14

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Advice when Approaching Loan & Grant Opportunities



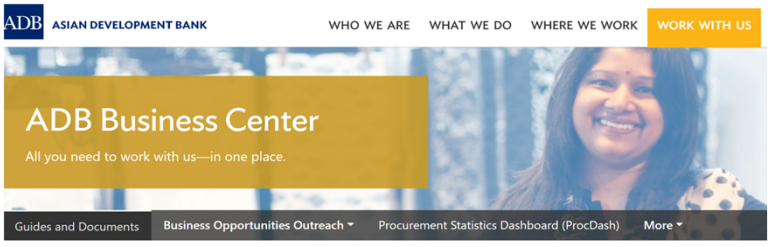
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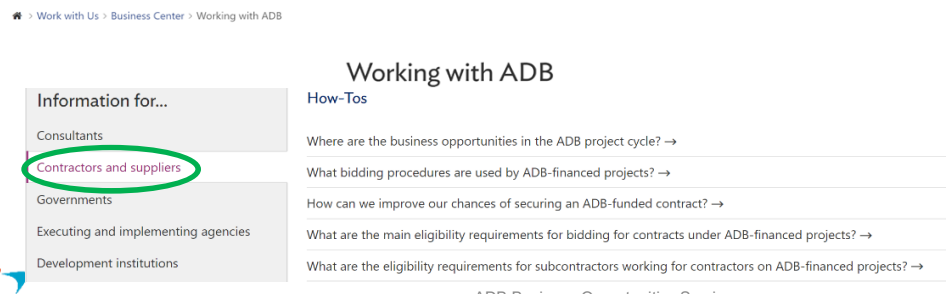
15

How to Find Information on our Website

Business Center - www.adb.org/business



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



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ADB Business Opportunities Seminar

16

16

Identifying Opportunities for Contracts with Project Executing Agencies and ADB

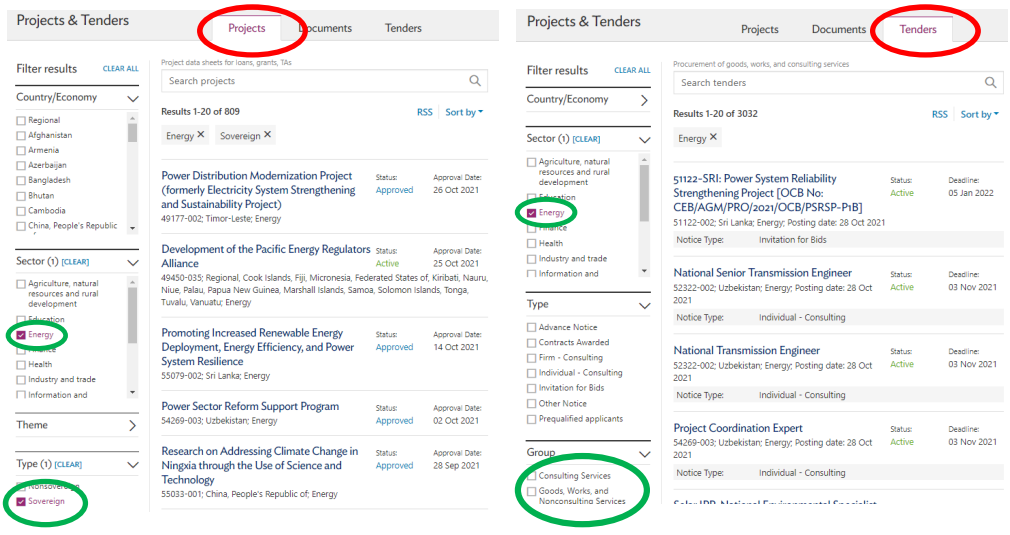
- Country partnership strategies
- Country operations business plans
- Procurement plans
- General and specific procurement notices
  - Advance notices
  - Invitation for prequalification
  - Invitation for bids
  - Consulting services recruitment notice (CSRN)
- Hop-on opportunities
  - Prequalified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

Operational Procurement

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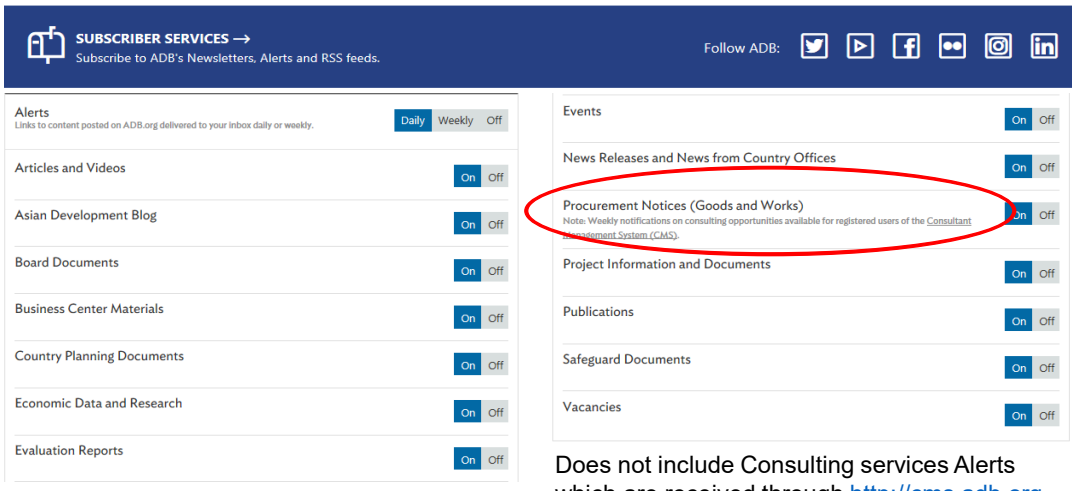
17

Projects & Tenders - www.adb.org/projects



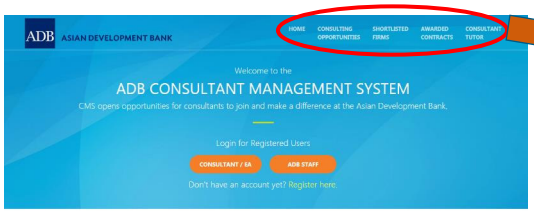
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Goods and Works - Subscribe to Receive Alerts* - https://alerts.adb.org

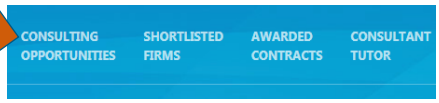


Does not include Consulting services Alerts which are received through http://cms.adb.org

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



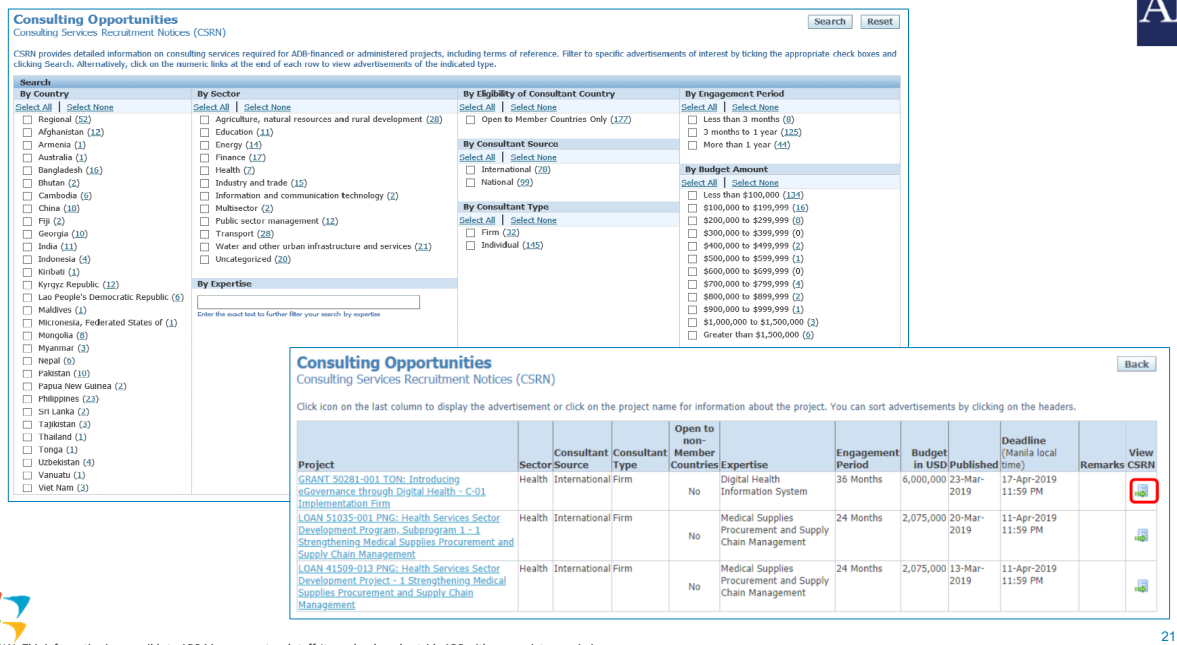




- Consulting opportunities are visible through ADB's CMS (http://cms.adb.org)
- Register for alerts to receive notices of all consulting opportunities
- All advertisement of Consulting opportunities (both EA and ADB) published
- RFP process for ADB Administered Contracts is through CMS
- Step-by-step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

(*) EA's use their own country systems when tendering for Consulting services; still need to meet ADB requirements

Consulting Services Recruitment Notices on CMS

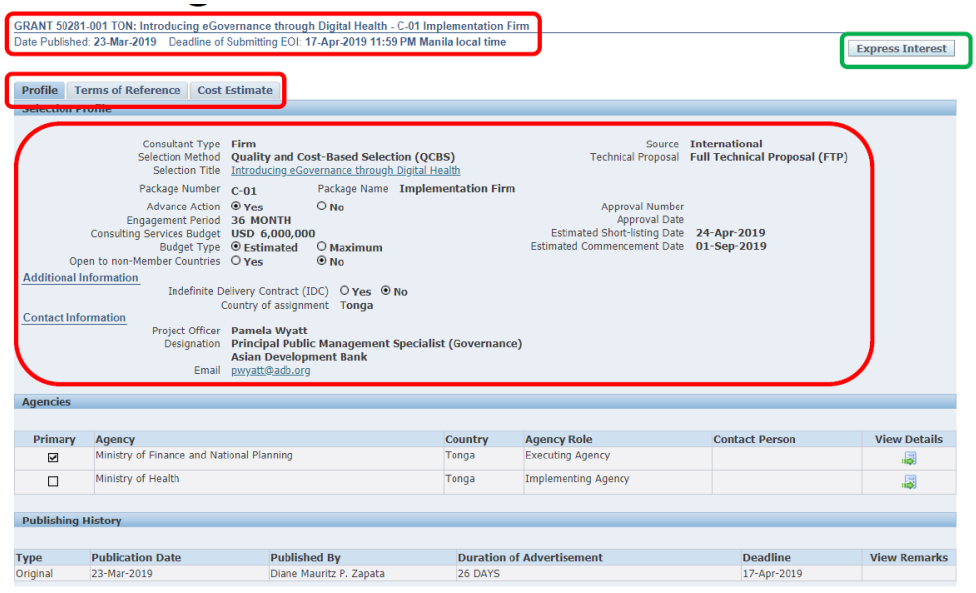


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21

21

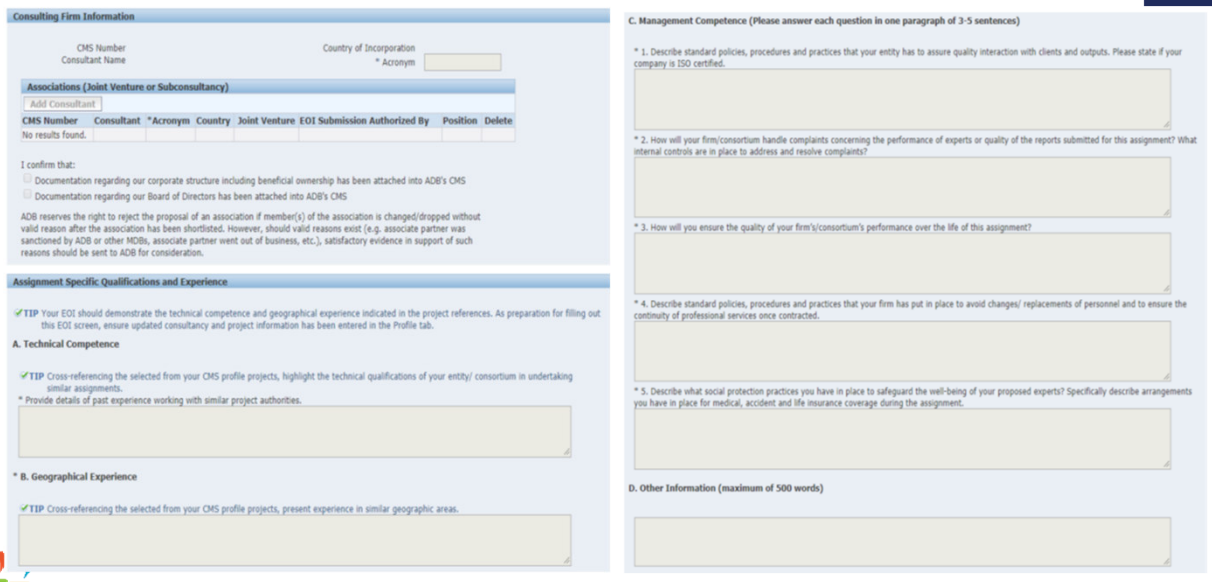
Consulting Services Recruitment Notices on CMS



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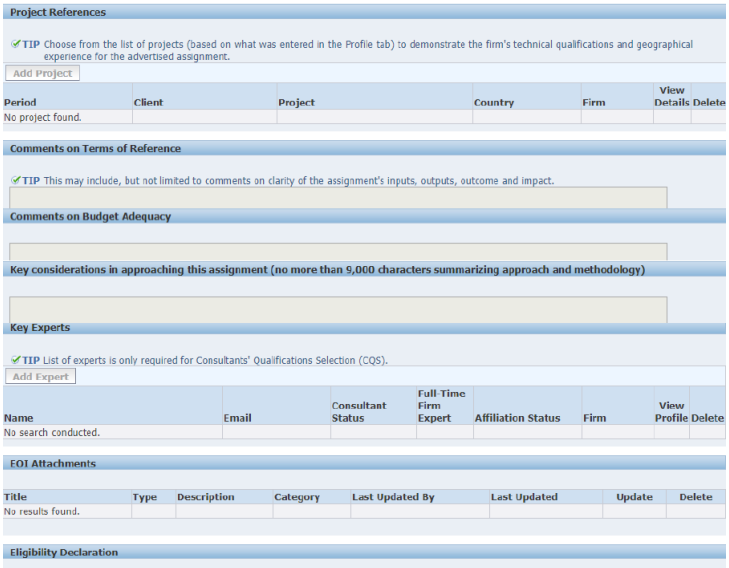
22

Expression of Interest (1/2)



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Expression of Interest (2/2)



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ADB Quick Reference Guides–How to Use CMS

- https://www.adb.org/documents/using-consultant-management-system-cms-quick-reference-guides-individuals-firms
- Provides guides, FAQs and other advice on using the System.
- Step-by-step instructions to take you through each step of the process.
- Contact Details for CMS support



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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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27



THANK YOU!

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28