

## ADB member countries in Asia-Pacific:



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### Imprint

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### Mission to:

*„Business Opportunities Fair 2019“*

*of the Asian Development Bank (ADB)*

Focus: Waste Management and Transport

March 25-31, 2019

Manila, Philippines and Dhaka, Bangladesh

### In cooperation with:



## What business potential do ADB tenders offer in Asia-Pacific?

The value of projects funded by ADB, the main multilateral financial institution for projects in the Asia-Pacific region, exceeded \$15 billion in 2017, and it can be assumed that the financing volume will continue to grow. Projects funded by ADB are primarily in the transport, energy, agriculture, water and urban infrastructure sectors, with China, India, Pakistan, Indonesia, Bangladesh and the Philippines being currently the main borrowers. Contractors also include German companies, but their share could be higher - especially that of SMEs.

The mission, which is of interest to companies from all sectors regardless of the project country, focuses on the Philippines and Bangladesh on a regional basis and on waste management and transport sectorally. The goal of the mission is to find out whether participation in tenders for ADB-funded projects is worthwhile, how to increase chances of winning bids and how to realistically assess the political and economic conditions of the potential project country.

In **Manila (March 25-27)**, the first station of the trip and the headquarters of the ADB, participants will visit the "10<sup>th</sup> Business Opportunities Fair "(BOF), a forum for consultants, contractors, manufacturers, suppliers, and civil society organizations looking to provide goods, works, and consulting services for ADB-funded projects. The BOF will provide participants with first-hand information on the ADB procurement plans and ADB-funded contracts. Furthermore, bilateral talks will be arranged for you, to help establishing and maintaining important personal contacts with experts and procurement staff of the ADB.

As part of the mission, an ADB-project as well as the executing agency in the waste management sector will be visited. Furthermore, participants will get the chance to gather information on the economic situation in the Philippines and in a separate meeting with the Executive Director of the ADB for Germany and the ADB Procurement Director, procurement procedures will be discussed.

In **Dhaka (March 28-31)**, the second and optional travel station, participants will get insights into the economic development of Bangladesh. Furthermore, they will have the opportunity to meet with German companies located in the area, to be briefed on the political and economic development in Bangladesh and to discuss business opportunities in ADB tenders. Moreover, an ADB-funded project and the executing agency in Greater Dhaka will be visited.

## PROGRAM

### First stage, Manila

#### **Sunday, March 24, 2019**

Individual arrival of participants in Manila

#### **Monday, March 25, 2019**

- Visit of an ADB-funded project and the executing agency from the waste management sector in Metro Manila
- Dinner with the Austrian delegation

#### **Tuesday, March 26, 2019**

- Meeting with Helmut Fischer, ADB Executive Director for Germany and Jeff Taylor, ADB Procurement Director
- Briefing on the economic situation in the Philippines by Dr. Martin Henkelmann, Executive Director of the German-Philippine Chamber of Commerce and Industry
- Briefing on political development in the Philippines and dinner with the German Ambassador to the Philippines, Dr. Gordon Kricke

#### **Wednesday, March 27 and Thursday, March 28, 2019**

- Visit of the 'Business Opportunities Fair'
- Networking at the ADB
- Onward journey to Dhaka or return journey

### Second stage, Dhaka (optional)

#### **Friday, March 29, 2019 (Weekend in Bangladesh)**

Briefing on the economic development of Bangladesh and dinner with the German Ambassador to Bangladesh, Peter Fahrenholtz

#### **Saturday, March 30, 2019 (Weekend in Bangladesh)**

- Free Day in Dhaka

#### **Sunday, March 31, 2019 (Weekday in Bangladesh)**

- Meeting with Manmohan Parkash, Deputy Country Manager, Bangladesh Resident Mission of ADB
- Visit of an ADB-funded project and the executing agency from the transport or waste management sector in Greater Dhaka
- Individual return journey

## CONDITIONS OF PARTICIPATION

Participation fee for the mission is as follows:

**1<sup>st</sup> Stage:** 700 Euro (gross) for OAV-/AHK- and RETech members; 1,400 Euro (gross) for non-members

**2<sup>nd</sup> Stage:** 300 Euro (gross) for OAV-/AHK- and RETech members; 600 Euro (gross) for non-members

Travel, accommodation and food expenses as well as the arrival and departure to Manila and Dhaka must be borne by the participants themselves.

### **Please note:**

This draft program does not necessarily coincide with the final itinerary. OAV and the EZ-Scout program reserve the right to make changes to the draft program. The number of participants is limited. Therefore, a completed registration does not guarantee admission to the trip. The organizer reserves the right to select the participants according to the purpose of the trip.

**Registration deadline is February 28, 2019.**