

enabling new business

 SWITZERLAND  
GLOBAL  
ENTERPRISE



11<sup>TH</sup> BUSINESS  
OPPORTUNITIES  
FAIR 2023



4-5 OCTOBER 2023 | 9:00AM - 5:00PM | MANILA

# FACT-FINDING MISSION TO ADB BUSINESS FAIR

Asian Development Bank's business opportunities fair 2023  
3-6th October, in Manila, Philippines

## Objective

- The Asian Development Bank (ADB) organizes its annual Business Opportunities Fair (BOF), a one-stop forum for consultants, contractors, manufacturers, suppliers, and trade agencies, looking to provide goods, works, and services for ADB projects. **It has proven to be an excellent opportunity to network with peers in the industry and with ADB project specialists.**
- With the aim to improve access for Swiss companies to large infrastructure projects abroad financed by Multilateral Development Banks, S-GE will participate for the first time with a delegation of Swiss company representative(s) to establish contacts, position Swiss solutions, and identify relevant projects in our focus countries: India and Indonesia.



# Target Companies

---

- Swiss companies, suppliers of goods, works, and engineering consulting in the infrastructure sector (focus):
  - Engineering companies
  - Transport (railway, roads, tunnels, bridges)
  - Water treatment and waste management
  - Energy (electricity generation, distribution and storage)
  - Measurement and geospatial technology
- Other sectors: health and finance

# Information

---

- **Venue:** ADB Auditorium at Asian Development Bank's Headquarters: 6 ADB Avenue, Mandaluyong City, Philippines.
- **Airport:** Manila Ninoy Aquino International Airport (MNL)
- **Hotel:** Preferential prices for the Swiss delegation at hotel Joy-Nostalg
- No visa required to enter the Philippines for Swiss citizens



# Program

---

## **Tuesday, October 3<sup>rd</sup> 2023**

Individual arrivals in Manila (MNL Airport)

Hotel suggestion: Joy-Nostalg Manila

Informal briefing and dinner at hotel restaurant (19:30)

---

## **Wednesday, October 4<sup>th</sup>**

*ADB Headquarters Auditorium: 6 ADB Avenue, Mandaluyong City, Philippines*

Day 1: Business Opportunities Fair (9:00 – 17:00)

ADB Networking Cocktail Reception (17:00 – 19:00)

---

## **Thursday, October 5<sup>th</sup>**

Day 2: Business Opportunities Fair (8:00 – 17:00)

Dinner with SECO Advisor to ADB and representatives from the Swiss Embassy and Chamber of Commerce

---

## **Friday, October 6<sup>th</sup>**

Visit to an infrastructure project in Manila with Swiss participation – TBD

Individual departures

---

# Meetings

- Country responsible for India
- Country responsible for Indonesia
- Sectors:
  - Transport
  - Water and Sanitation
  - Energy
- Possibility to organize other one-to-one meetings with ADB project developers / sector specialists.



# Registration

---

1. Register to be part of the Swiss delegation [in S-GE's website](#)
2. Fill out ADB's [online registration form](#) (deadline August 4<sup>th</sup> 2023)
3. After receiving ADB's confirmation, send to [cmichel@s-ge.com](mailto:cmichel@s-ge.com)
4. Arrange flight, hotel, and travel documents
5. Organize one-to-one meetings through [cmichel@s-ge.com](mailto:cmichel@s-ge.com)

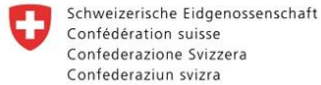
## Expected Output

---

- Discover the advantages of ADB-financed contracts.
- Receive an inside look at ADB's policies and procedures for the procurement of goods works, and services, the recruitment of consultants.
- Learn how to locate business opportunities.
- Learn the best ways to prepare responsive bids and proposals.
- Receive first-hand information on contracting opportunities by sector currently available under ongoing ADB-financed projects, and upcoming ADB pipeline projects.
- Network and facilitation of one-on-one meetings with:
  - ADB staff in procurement, consulting, project management and operation
  - ADB sector specialists
  - Contractors, consulting firms and suppliers
  - Identify infrastructure projects and business opportunities



# Partners



# CONTACT

---

**Christian Michel**

Manager International Finance Institutions

**Switzerland Global Enterprise**

Stampfenbachstrasse 85

8006 Zurich, Switzerland

Email [cmichel@s-ge.com](mailto:cmichel@s-ge.com)

Phone +41 44 365 51 57