

PPP DAYS 2015

DOING MORE
DOING BETTER

London - June 16-17, 2015

Day 1

- 8:30-9:00** ● Registration
- 9:00-9:30** ● Welcome and opening remarks
- 9:30-11:00** ● Opening plenary
Doing more, doing better: What would it take to double the *right* private infrastructure investment in emerging markets?
- 11:00-11:30** ● Coffee break
- 11:30-13:00** Breakout sessions: How does the challenge differ by sector?
 - Transport
 - Renewable energy
 - Water
 - Social infrastructure
- 13:00-14:00** ● Network lunch
- 14:30-16:00** Breakout sessions: Addressing the barriers that limit growth
 - Project Preparation
 - Risk
 - Value
 - Transparency

- 16:00-16:15** ● Coffee
- 16:15-17:45** ● Closing
Many hands make light work: Working together to achieve big things
- 18:00-20:00** ● Reception, sponsored by the World Bank Group.

Day 2

- 8:00-8:30** ● Coffee
- 8:30-13:30** Country presentations
 - Bangladesh, China, India*, Philippines
 - Georgia, Turkey, Kazakhstan*, Serbia
 - Côte d'Ivoire, Kenya, Senegal, Egypt
 - Brazil*, Colombia, Mexico, Belarus
- 13:30-14:30** ● Network lunch
- 14:30-16:30** Panel sessions
 - IFI project preparation facilities
 - New PPP platforms
 - Enabling environment
 - Standards

* To be confirmed

-
- Atrium
 - Auditorium
 - Board Room
 - Lee Jackson
 - 1st floor

DAY 1 Sessions

DOING MORE, DOING BETTER

What would it take to double the *right* private infrastructure investment in emerging markets?

Many countries struggle to grow their economies, and infrastructure investment is widely considered key to unlocking this growth. It boosts results in the short term, through the direct impact of construction, and also improves medium- and long-term growth through higher productivity, better competitiveness, and stronger integration and trade. Raising the level of private sector involvement in infrastructure benefits both the investor and the recipient. Such investments are critical to increasing overall infrastructure investment and the quality of individual projects; investing in infrastructure benefits private investors by providing long-term, stable returns.

But private investment in emerging markets demands diligent project selection, rigorous preparation, and meticulous structuring of tenders and contracts. Securing political will and long-term public commitment to PPPs is just as critical. With so many conditions, and so much at stake, it is imperative that players in the PPP marketplace have a realistic discussion on what it will take to increase private structure investment in emerging markets. This panel will open that discussion.

Opening remarks

9:00-9:30



Sir Suma Chakrabarti
President
EBRD



Thomas Maier
Managing Director for Infrastructure
EBRD



Delegation Heads of
Sponsoring Organizations

Opening plenary

9:30-11:00



Sharanjit Leyl
BBC
Moderator



Henrique A. da Costa Pinto
Head of PPP Team
Brazilian Development Bank/BNDES



Thierry Deau
CEO
Meridiam



Richard Abadie
Global Capital Projects &
Infrastructure Leader
PriceWaterhouseCoopers



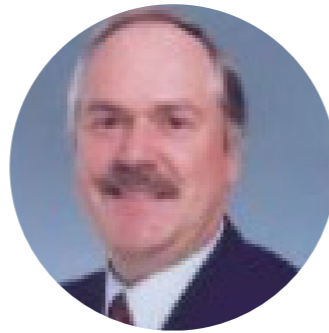
Dame Fiona Woolf
Former Lord Mayor of London



Hajir Naghdy
Head of Asia & Middle East
Macquarie Group



Nicoletta Zappatini
Managing Director
StormHarbour Securities LLP
Moderator



Leonard Turk
Chairman
LBT Solutions



Oshani Perera
Director
International Institute for
Sustainable Development
Moderator



Bill Banks
Global Infrastructure Leader
EY



Julie de Brux
PPP Expert



Suha Güçsav
CEO
Afken Holding



Torjborn Caesar
Partner and Co-Head, Energy
ACTIS



Sonia Mezzour
General Secretary
National Agency for the Develop.
of Renewable Energy & Energy
Efficiency of Morocco (ADEREE)



Paddy Padmanathan
CEO
ACWA Power

TRANSPORT

Although the transport sector has a high number of PPPs, there are challenges and nuances that are important to understand for these projects to be successful.

While no two projects are alike, there are lessons to be absorbed and applied across the sector. For example, what have we learned about the structuring of airport and port terminals as classic concessions? When it comes to the risk appetite of the private sector, are passenger rail PPPs different and what solutions are successful at handing demand risk? Are availability payment structures here to stay for motorway PPPs, and when does the private sector feel able to take on more risk? Finally, given the relative maturity of the transport sector for PPPs in several countries, is there an opportunity to develop an active secondary market for transport PPPs as a means to open up opportunities for institutional investors to enter? Such a development could free up investor equity for new PPPs. This panel will explore these questions and more.

RENEWABLE ENERGY

Renewable energy plays a key role in many countries' strategies to meet climate change commitments and diversify the energy supply mix. But, in many instances, the success of the sector depends on governmental support, such as feed-in tariffs and fiscal measures.

What does this state of affairs tell us about the international landscape for renewables? This panel will discuss how the private sector can commit to long term investments in the sector. Specifically, as certain technologies become more mainstream, how can governmental support be adapted to adjust to the new competitive landscape? What role should climate finance play in boosting private sector investment levels following the adoption of the new Sustainable Development Goals?



Usha Rao-Monari
CEO
Global Development Water Partners
Blackstone Group
Moderator



Henry Saint Bris
Senior Vice President
Marketing & Institutional Relations
Suez Environnement



Julia Prescott
Chief Strategy Officer
Meridiam
Moderator



Husein Arslan
Chairman of the Board
YDA Holdings



Rami Ghandour
Managing Director
Metito

Ian Elkins
Editor
Global Water Intelligence

Francisco Gonzalez Ortiz Mena
Head
National Infrastructure Fund of
Mexico (FONADIN)



Layth Irani
Head of Infrastructure,
Transport & Islamic Finance
Sumitomo Mitsui Banking Corp.



John Seed
Head of Infrastructure Finance
Europe & Africa
Mott MacDonald



Syed Zaidi
Transaction Specialist
Alberta Infrastructure
*To be confirmed

WATER

Evidence shows that PPPs can and do deliver improved water services, and that governments are leveraging private sector skills and expertise in the sector. Yet private investment remains elusive, relative to other sectors, and is mainly focused on developing greenfield assets through the Build-Operate-Transfer (BOT) concession model. But this is only part of the puzzle that must be solved to deliver better, more sustainable water services to customers.

This session seeks to look beyond BOT, at the specific challenges that the water sector faces in attracting private participation and investment. Panelists will discuss the lessons learned from experience in the water sector, the binding constraint to scaling up investment in the water sector, and where new opportunities exist. The group will also explore whether or not the sector is restricted to the BOT greenfield model of PPPs, or if there are other models that can leverage private investment as well as skills and expertise.

SOCIAL INFRASTRUCTURE

Social infrastructure PPPs, for hospitals and schools in particular, have grown in importance and number in many countries over the past five years.

In the health care sector, there is growth of the facilities management PPP approach to new hospitals, which is based on availability payments and where the focus is on building maintenance and other non-clinical services such as cleaning and catering. Another area of expansion is private health clinics, where both facilities management and clinical care is provided by the private sector. This session will delve into lessons learned for both types of contracts and the policy prerequisites before any country embarks on health care PPPs. While school PPPs appear somewhat simpler to structure, what does experience tell us about critical mass and packaging of several schools together within the same tender? What are the pitfalls to avoid with school PPPs? Are there opportunities to engage the private sector partner to add value using innovative revenue generating activities on top of pure facilities management?



Richard Foster
Director
Foster Infrastructure
Moderator



Victor Stromcek
State Secretary
Ministry of Transport, Construction &
Regional Development of the
Slovak Republic
**To be confirmed*



Rob Bain
Independent PPP Risk Specialist
Moderator



Christine Antonio
Director IV
PPP Center of the Philippines
**To be confirmed*



Luis Fernando Andrade Moreno
President
National Infrastructure Agency of
Colombia (ANI)
**To be confirmed*



Stanley Kamau
Director
National Treasury of Kenya



Orli Arav
Head
Emerging Africa Infrastructure Fund
Private Infrastructure Develop. Group



Salim Bensmail
Head
Central PPP Unit of France (MAPPP)



Carlos Ugarte
Director
Corporate & Business Development
Cintra Infraestructuras S.A.

PROJECT PREPARATION

From the G20 to the OECD, WEF, and major private sector bodies active in the infrastructure sector, a strong consensus has emerged that one of the main reasons for the growing infrastructure gap globally is the lack of well-prepared projects on a scale that would permit a meaningful increase in levels of investment, particularly from the private sector.

How are countries going about the process of building their internal institutional capacity to respond to the challenge? What kinds of solutions have been found to strike a balance between in-house expertise for project preparation versus external technical and advisory support? This session will discuss various experiences from around the globe to build project preparation capacity.

RISK

Infrastructure projects involve a wide range of risks—political, regulatory, demand, technical, and operational, and knowing how to identify, allocate, and manage risks is core to delivering a successful PPP project. Successful practice demands identifying and allocating the various risks in the most efficient way. But how is this accomplished? Who should bear the different risks, and how best to ensure that investors and lenders will be attracted to projects while at the same time ensuring that the public party and users get a fair deal? Can approaches such as contract standardization play a wider role? Different sectors and different markets also present their own individual risk issues. This session will present a range of perspectives from seasoned practitioners with direct experience assessing and managing risks with PPP projects in different sectors and markets. Panelists will explore some of the common themes and highlight some of the latest approaches to managing risks in PPP projects.



Sinthya Roesly
CEO
Indonesia Infrastructure
Guarantee Fund
Moderator



Marc Filet
Managing Partner
Filet Societe d'Avocats
Moderator



Pierre Habard
Senior Policy Advisor
Trade Union Advisory Committee/
TUAC



Kang Soo Kim
Executive Director
Public & Private Infrastructure Invest-
ment Management Center/PIMAC
Korea Development Institute/KDI



Pradeep Singh
CEO
Indian School of Business



Mark Romoff
President & CEO
The Canadian Council for Public-
Private Partnerships (CCPPP)



Alexander Bazhenov
CEO
Federal Centre for Project Finance
of the Russian Federation



Marcos Siqueira Moraes
Former Managing Director of
the Central PPP Unit of
Minas Gerais, Brazil

VALUE

PPPs hold out the promise of creating “value for money” versus traditional procurement methods to deliver infrastructure. Indeed, many countries adopt some sort of value for money analysis prior to pursuing a PPP procurement approach. There are, however, many different understandings of what constitutes value for money and how this should be calculated.

This session will attempt to understand the criteria that feeds into evaluating value for money. Discussion will focus around questions such as: have PPPs achieved higher service quality and if so, at what cost? Was it worth it? Were the gains eroded by costly renegotiations? What can we learn from countries with longer history in PPP? How have such countries been able to effectively monitor PPP contracts to ensure that envisaged value for money is actually secured with the private contractor?

TRANSPARENCY

While economic growth and rapid urbanization are creating new opportunities for PPPs, they are also providing openings for corruption amongst both public and private sector. Many international conventions, norms, and standards, as well as national laws and practices, address the prevention and the sanction of corruption; however, what constitutes corruption in PPP is still difficult to define. PPP units and other bodies must, nevertheless, improve transparency and increase their capacity to prevent corruption in order to raise investor confidence. This session will explore the nature of the problem alongside practical solutions. Specifically, panelists will discuss the risks for corruption at different stages in the procurement cycle, including the project planning stage; the key issues of poor transparency in PPPs; and new tools and approaches at the country-level to improve disclosure and transparency, including zero tolerance to corruption in PPP procurement and a certification scheme that can reward PPP units that comply with guidelines.



Sharanjit Leyl
BBC
Moderator



Hulya Pasaogullari
Head of PPP Department
General Directorate of
Foreign Economic Relations
Turkish Treasury

Delegation Heads of
Sponsoring Organizations

A FOUNDATION FOR THE FUTURE


While the capacity to prepare and deliver PPPs has grown enormously in the past decade, more must be done to ensure consistent outcomes. This panel will focus on building a stronger foundation for PPPs in two specific areas. The first emphasizes knowledge-sharing -- because transmitting lessons learned to PPP officials and advisors in emerging markets is an ongoing challenge -- and explores what International Financial Institutions (IFIs), the G20, and other development agencies can do to accelerate the learning process on PPPs. Secondly, panelists will offer insights on the critical issue of financing infrastructure PPPs, asking if IFIs have a greater role to play in enhancing the credit profile of PPPs in emerging markets -- and, if so, how best to proceed.



COUNTRY PRESENTATIONS

A select group of countries will give a brief overview of their PPP programs and pipeline of projects. One or two projects, which are likely to be brought to market within the next 6-12 months will be showcased.

 Auditorium

 Board Room

Bangladesh



Syed Afsor Uddin
CEO
PPP Office

China



Xiaoping Zhao
Acting Director General
PPP Center, Ministry of Finance
People's Republic of China

Georgia



Irma Kavtaradze
Deputy Minister
Ministry of Economy and
Sustainable Development

Turkey



Eyüp Gümüş
Under Secretary
Ministry of Health
*To be confirmed

India



*To be confirmed

Philippines



Sherry-Ann Austria
Deputy Executive Director
PPP Center

Kazakhstan



Yerbolat Dossayev
Minister of National Economy
*To be confirmed

Serbia



*Speaker to be determined

Lee Jackson

1st floor

Cote d'Ivoire



Claude Isaac De
President
National Steering Committee
on PPPs

Kenya



Stanley Kamau
Director
National Treasury

Brazil



*Speaker to be determined

Colombia



*Speaker to be determined

Senegal



Ibrahima Fall
Director, Finance and PPPs
Ministry of Investment Promotion,
Partnerships and Teleservices

Egypt



*Speaker to be determined

Mexico



*Speaker to be determined

Belarus



Aleksandr Zaborovsky
First Deputy Minister
Ministry of Economy

IFI PROJECT PREPARATION FACILITIES

There is now a firm consensus regarding the role of infrastructure as a driver of global economic growth and the need for MDBs to promote enhanced infrastructure delivery. As a result, a number of new project preparations facilities have emerged. These organizations will foster a larger and better prepared pipeline of infrastructure projects, especially PPPs. This session will explore offerings from a number of these new facilities, including:

- the Global Infrastructure Facility (GIF)
- the ADB's Asian Project Preparation Facility (AP3F)
- the EBRD's Infrastructure Project Preparation Facility (IPPF)
- EIB's new MED5P
- laDB's Infracund
- AfDB's PIAD

NEW PPP PLATFORMS

There is a clear demand for dissemination of knowledge on PPPs. There is also a need to connect public sector actors in emerging markets so that they can learn from private and public sector counterparts in countries with successful PPP programs. This session will showcase several emerging initiatives:

- The PPP Knowledge Lab, a one-stop shop for curated information on PPPs.
- The Interactive Platform, a social network for PPP practitioners.
- The International Infrastructure Support System (IISS), a cloud-based platform to support a standardized, template-based approach to project preparation.

ENABLING ENVIRONMENT

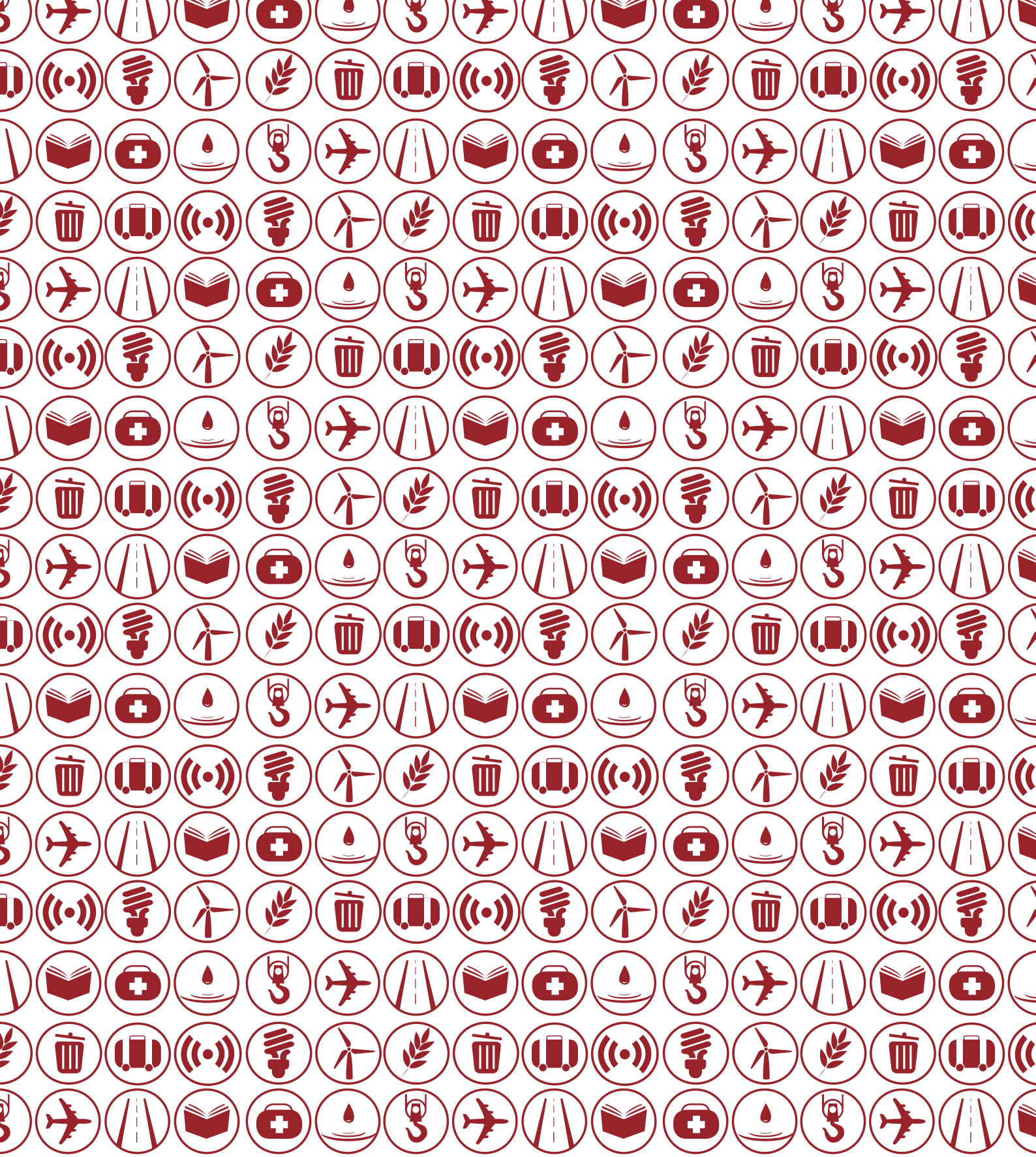
Until recently, PPP practitioners have been unable to compare the state of PPP readiness across emerging markets. Two new initiatives making significant inroads have already altered the PPP landscape:

- Infracscope is a wide-ranging analysis of a large number of countries in Asia, Eastern Europe, Latin America, and Africa. It uses a standardized and independent methodology to evaluate a country's readiness for PPPs. It is produced by the Economist Intelligence Unit (EIU), with the support of ADB, EBRD, laDB and the World Bank Group.
- A pilot set of procurement indicators for PPPs developed by the World Bank Group.

STANDARDS

Capacity building at the local level is widely understood to be key to unlocking government's ability to act as equal counterparts with the private sector. The need for standardization of approaches is also important for the private sector to be able to prepare bids from country to country. Lastly, the underlying legal frameworks are critical to the successful tendering of PPPs projects. This session will explore these ideas and feature initiatives such as the new Global PPP Certification Program, as well as the EBRD and UNECE's work on legal frameworks and training.





PPP Days is a leading forum for public sector representatives to interact with peers and PPP experts from all over the world, along with international organizations, financial institutions, and the private sector.