

# PPP DAYS

## 2012

21 - 24 February 2012  
Geneva, Switzerland



THE WORLD BANK



World Bank  
Institute



UNITED NATIONS  
ECONOMIC COMMISSION FOR EUROPE



**IFC** | International  
Finance Corporation  
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Schweizerische Eidgenossenschaft  
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Swiss Confederation

Federal Department of Economic Affairs FDEA  
State Secretariat for Economic Affairs SECO

# Event Overview

Time	Day 1 • Tuesday, 21 February 2012	Meeting Room
08:30-09:15	<i>Welcome Coffee</i>	Foyer Salle XVII
09:15-10:00	Opening Session	Salle XVII
10:00-11:00	Plenary Panel Discussion: Where are PPP markets heading (Financing Gap)?	Salle XVII
11:00-12:00	Plenary Panel Discussion: Financing Future Growth	Salle XVII
12:00-13:00	Plenary Panel Discussion: The role of Multilateral Development Banks	Salle XVII
13:00-14:30	<i>Lunch and World Café</i>	Foyer Salle XVII
14:30-15:30	Plenary Debate: Reassessing the costs and benefits of PPPs	Salle XVII
15:30-16:00	<i>Coffee break</i>	Foyer Salle XVII
16:00-17:00	Parallel clinics on thematic issues in PPPs <ul style="list-style-type: none"> <li>A. Government financial support and PPPs</li> <li>B. Transforming urban and rural spaces through PPPs</li> </ul>	Salle XVII Salle XXIV
17:00-18:00	Parallel clinics on sectoral themes in PPPs <ul style="list-style-type: none"> <li>A. Energy</li> <li>B. Transport</li> <li>C. Health</li> </ul>	Salle XVII Salle XXIV Salle XXV
18:00-20:00	<i>Cocktail Reception</i>	Restaurant des Delegates (8th floor)
Time	Day 2 • Wednesday, 22 February 2012	Meeting Room
09:00-09:30	<i>Coffee</i>	Foyer Salle XVII
09:30-10:30	Plenary Session: Improving the transparency and governance of PPP arrangements	Salle XVII
10:30-11:30	Plenary Session: PPPs at the sub-national level	Salle XVII
11:30-13:00	Parallel clinics on governance frameworks <ul style="list-style-type: none"> <li>A. National audit institutions and PPPs</li> <li>B. Preparing PPP Programs</li> <li>C. Addressing Governance Risks</li> </ul>	Salle XVII Salle XXIV Salle XXV
13:00-15:00	<i>Lunch</i>	Foyer Salle XVII
14:30-15:00	Lunchtime talk: "2000 Years of PPPs" - Mr. Xavier Bezancon	Salle XVII
15:00-16:00	Parallel clinics on governance - sectoral and thematic aspects <ul style="list-style-type: none"> <li>A. Improving accountability through PPPs</li> <li>B. Creating public sector capacity</li> <li>C. Contract management</li> </ul>	Salle XVII Salle XXIV Salle XXV
16:00-17:30	Plenary Session: Promoting networking activities and fostering capacity-building programs	Salle XVII
17:30-17:45	Closing Reflections and Remarks	Salle XVII
17:45-18:30	<i>Aperitif</i>	Foyer Salle XVII
18:30-22:00	<i>"Swiss Night"</i>	Transport to venue
Time	Day 3 • Thursday, 23 February 2012	Meeting Room
08:45-09:15	<i>Coffee</i>	Foyer Salle XVII
09:15-09:30	Welcome address	Salle XVII
09:30-12:30	Business Forum in parallel sessions <ul style="list-style-type: none"> <li>Stream A. Japan and Ukraine</li> <li>Stream B. Brazil, Nigeria and Peru</li> <li>Stream C. The Philippines and India</li> </ul>	Salle XVII Salle XXV Salle XXIV
12:30-14:00	<i>Lunch and networking</i>	Foyer Salle XVII
14:00-18:00	Business Forum in parallel sessions <ul style="list-style-type: none"> <li>Stream A. Armenia, Russian Federation and Kazakhstan</li> <li>Stream B. Uruguay and West Africa</li> <li>Stream C. Turkey, Colombia and Vietnam</li> </ul>	Salle XVII Salle XXV Salle XXIV
From 17:30	<i>Networking Session</i>	Foyer Salle XVII
18:30-20:00	<i>Dutch Reception</i>	Foyer Salle XVII
Time	Day 4 • Friday, 24 February 2012	Meeting Room
08:30-09:00	<i>Coffee</i>	Foyer Salle XVII
09:00-12:30	Special Session of PPP "Virtual" Site Visits	Salle XVII
12:30-14:30	<i>Lunch</i>	Foyer Salle XVII
14:30-17:30	Fourth session of the UNECE Team of Specialists on PPPs (cont'd)	Salle XVII



The main theme of PPP Days 2012 is:

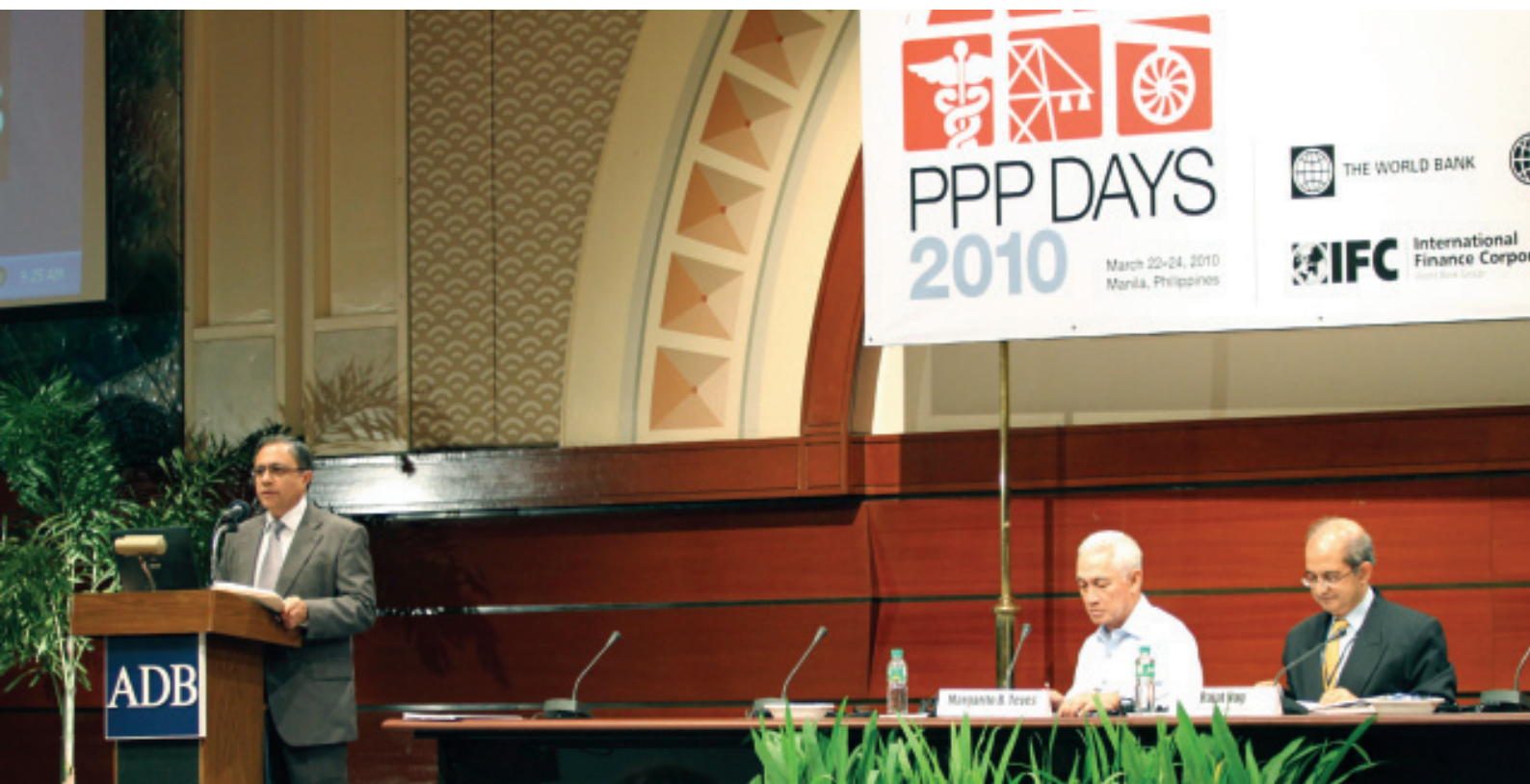
## Strengthening institutions and frameworks for better PPP delivery

### Public-Private Partnerships Days

Public-Private Partnerships (PPP) Days is the premier global meeting for public sector PPP practitioners. It provides a forum for those charged with developing and implementing PPP programs to share experiences on innovations in PPP policy, structuring, and financing. The four-day conference brings together PPP practitioners from public sector PPP units and senior PPP executives worldwide to analyze and explore innovative PPP models and key policy issues.

The PPP Days 2012 will take place at the Palais des Nations in Geneva, Switzerland, on 21-24 February 2012, and will be jointly hosted by the United Nations Economic Commission for Europe, the World Bank Institute and the Asian Development Bank.

The event includes two days of presentations and debates among public sector PPP practitioners, managers and experts, followed by a full-day Business Forum open to the private sector. On the fourth day, there will be a special session dedicated to case studies, while site visits to operational PPPs are also envisaged. An exhibition will also run for the four days.



**TUESDAY, 21 and WEDNESDAY, 22 FEBRUARY 2012**

**Public Sector Session**

Investment in PPPs in emerging markets has stayed relatively buoyant over the last few years despite the global financial crisis. There are increasing pressures which practitioners will need to deal with however if PPPs are to continue to contribute to closing critical basic service gaps in a cost effective manner.

The recent global financial turmoil has put renewed pressure on the costs of financing for PPPs. Tenors have shortened in many markets and sources of financing have become more restricted. Related to this there have been increased concerns that with the higher cost of financing, it has become harder for PPPs to pass value-for-money tests. The first day of PPP Days will address these issues. Plenary sessions with experts from the public and private sectors will discuss expectations on trends in PPP markets, options for closing the financing gaps including interventions from the multilateral development banks and reassess whether PPPs are offering value-for-money. Parallel clinics will look at how innovative projects have tackled these issues in different sectors, as well as how governments are reshaping the financial support they give to projects.

The second day focuses on issues of transparency, governance and accountability. Plenary sessions will look at critical topics such as the disclosure of information on PPPs as a tool for increased accountability, governance challenges as they relate to sub-national PPP programs, and how capacities can be strengthened to improve the overall institutional framework. Parallel clinics will address related topics including how to measure and assess governance, structuring projects to improve accountability, improving regulation and contract management, and the role of bodies such as national audit institutions.

The range and expertise of panelists assembled, discussing key PPP issues in an open and frank manner, will enable public officials to draw on a breadth of knowledge and different perspectives that will better inform their decision making process.



## **THURSDAY, 23 FEBRUARY 2012**

### **Business Forum**

The Business Forum, open to the private sector, will allow a select number of Governments to present their strategies, policies, projects and support for PPP to the private sector; and for a number of representatives from the private sector to present their successes and issues faced in delivering public services and building infrastructure through the PPP model.

The Business Forum will also provide Governments with an important networking opportunity to dialogue with representatives of the private sector from Europe and beyond. Further networking can be done through the exhibition, which will enable countries to showcase their PPP capabilities and opportunities to the international PPP community.

## **FRIDAY, 24 FEBRUARY 2012**

### **Site visits**

The fourth day will give participants a choice between actual or 'virtual' site visits. There will be a presentation of selected projects from around the world that will focus on the themes of the conference as well as site visits to operational PPPs in the Geneva vicinity. Case study presentations will be integrated within the fourth session of the UNECE Team of Specialists on PPPs, which will be held on 24 February, back-to-back with PPP Days 2012.

### **What this event uniquely provides**

PPP Days 2012 offers ample opportunities for you to:

- Analyze and explore how the public sector can engage more effectively in PPPs to deliver infrastructure and public services;
- Gain knowledge on recent developments and trends in PPP delivery models; and
- Connect with peers, the private sector, and the donor community.

We welcome you and encourage you to make the most of PPP Days 2012!

### About PPP Days 2012

In 2006, the World Bank Institute inaugurated Public-Private Partnership in Infrastructure (PPPI) Days as a regular global event. The Conference invited PPP units or other similarly mandated agencies around the world to share latest knowledge and experience among themselves and with leading PPP researchers and PPP capacity-building professionals. The breadth of countries represented by attendees has continued to grow steadily, signifying the growing global community of PPP practitioners. In 2008, PPP Days was again held in Washington D.C., United States, hosted by the World Bank Institute, and the subsequent event in 2010 was hosted by the Asian Development Bank and the World Bank Institute in Manila, Philippines.

Public-Private Partnerships Days 2012 is hosted by the United Nations Economic Commission for Europe, the Asian Development Bank and the World Bank Institute with the support of the International Finance Corporation, and the Swiss Economic Cooperation Organization.



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Confederazione Svizzera  
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# Day 1 | Tuesday, 21 February 2012

08:30-09:15	<i>Welcome Coffee</i>	Foyer Salle XVII
09:15-10:00	<b>Opening Session</b>  <b>Openings from sponsoring institutions (UNECE, WBI, ADB)</b> <ul style="list-style-type: none"><li>• <i>Andrey Vasilyev</i>, Acting Executive Secretary, United Nations Economic Commission for Europe</li><li>• <i>Clive Harris</i>, Manager, World Bank Institute</li><li>• <i>Anand Chiplunkar</i>, Director, Asian Development Bank</li></ul> <b>Words of welcome</b> <ul style="list-style-type: none"><li>• <i>H.E. Luzius Wasescha</i>, Ambassador and Permanent Representative of Switzerland to the WTO and the EFTA</li></ul> <b>Keynote speech</b> <ul style="list-style-type: none"><li>• <i>James Stewart</i>, Chairman - Global Infrastructure Practice, KPMG</li></ul>	Salle XVII
10:00-11:00	<b>Plenary Panel Discussion: Where are PPP markets heading?</b>  Constraints on public financing and recognition of the inefficiencies of delivery via the public sector mean more governments are hoping to see PPPs play an increasing role in meeting basic service and infrastructure needs. At the same time PPP markets around the world are being challenged by the present turmoil in global financial markets. This session will discuss how different regional markets are likely to move in the near future and reflect on global prospects.  <b>Chair:</b> <i>Francois Bergère</i> , Director, Mission d'appui à la réalisation des Contrats de Partenariat, France  <b>Speakers</b> <ul style="list-style-type: none"><li>• <i>Andy Carty</i>, Special Advisor, European PPP Expertise Centre</li><li>• <i>Pradeep Singh</i>, Vice Chairman and Managing Director, Infrastructure Development Finance Company Limited</li><li>• <i>David Tuesta</i>, Chief Economist, BBVA - Latin America</li><li>• <i>Richard Abadie</i>, Partner, Capital Projects and Infrastructure, PricewaterhouseCoopers</li></ul>	Salle XVII
11:00-12:00	<b>Plenary Panel Discussion: Financing Future Growth</b>  The recent global financial turmoil has put renewed pressure on the costs of financing for PPPs with shortening tenors and restrictions in the sources of financing. This session will look at initiatives to tap into new sources of financing, including pension funds, to replace sources, such as commercial bank debt, that are presently becoming more limited.  <b>Chair:</b> <i>Mansur Ahmed</i> , Director General, Infrastructure Concession Regulatory Commission, Government of Nigeria  <b>Speakers</b> <ul style="list-style-type: none"><li>• <i>Michael Redican</i>, Managing Director, Deutsche Bank, Germany</li><li>• <i>Gavin Munro</i>, Managing Director, Infrastructure Finance, Société Générale Corporate and Investment Banking, France</li><li>• <i>Michael Flynn</i>, Partner, Deloitte</li><li>• <i>Pradeep Singh</i>, Vice Chairman and Managing Director, Infrastructure Development Finance Company Limited</li><li>• <i>Karine Cenci</i>, Principal Advisor, European Investment Bank</li></ul>	Salle XVII

12:00-13:00

## Plenary Panel Discussion: The role of Multilateral Development Banks

Salle XVII

This session will review new initiatives being undertaken by the multilateral development banks in particular helping governments continue to use PPPs in the face of current financing challenges.

**Chair:** *Philip Erquiaga*, Director General, Private Sector Operations Department, Asian Development Bank

### Speakers

- *Raymond Bourdeaux*, Lead Infrastructure Specialist, the World Bank
- *Georgi Petrov*, Manager, International Finance Corporation
- *Gerardo Reyes-Tagle*, Fiscal Economist - Senior Specialist, Inter-American Development Bank
- *Temí Abimbola*, Division Manager – African Development Institute, African Development Bank
- *Alexei Zverev*, Senior Counsel, European Bank for Reconstruction and Development

13:00-14:30

## Lunch and World Café

Foyer Salle XVII

The World Café will be an opportunity for delegates to tour country and PPP Days 2012 sponsor stands to hear more on their PPP programs and activities.

14:30-15:30

## Plenary Debate: Reassessing the costs and benefits of PPPs

Salle XVII

There have been increased concerns that with the higher cost of financing, it has become harder for PPPs to pass value-for-money tests. What is the current empirical record of PPPs? Are they delivering value for money and do we need to adjust the model?

**Chair:** *Clive Harris*, Manager, World Bank Institute

### Speakers

- *Eduardo Bitran*, former Minister of Public Works, Government of Chile
- *Junwook Kim*, Head of Policy and Research Division, Public & Private Infrastructure Investment Management Center, Korea Development Institute
- *Gajendra Haldea*, Advisor to the Deputy Chairman, Planning Commission of India
- *Fiona Mules*, Head of PPP Programme, New Zealand Treasury

15:30-16:00

## Coffee break

Foyer Salle XVII

16:00-17:00

## Parallel clinics on thematic issues in PPPs

### A. Government financial support and PPPs

Salle XVII

In delivering PPP programs, the public sector is required to provide incentives to encourage private sector participants to develop capacity. These incentives can include financial support mechanisms and this clinic will review recent lessons related to some of the more developed approaches, including the provision of viability gap funding and guarantees.

**Chair:** *Michael Fox*, Senior PPP Specialist, World Bank Institute

### Speakers

- *Aparna Bhatia*, Director (PPP), Department of Economic Affairs, Ministry of Finance, Government of India
- *Sinthya Roesly*, Chief Executive Officer, Indonesia Infrastructure Guarantee Fund
- *David Duarte*, Chief of Contingent Liabilities and PPPs, Ministry of Finance, Government of Chile





### **B. Transforming urban and rural spaces through PPPs**

**Salle XXIV**

This clinic will look at innovative PPP projects that are expected to have transformative impacts and that contain elements that will be delivered through PPP methods. The session will examine how these challenging projects are being delivered and the additional benefits sought by doing them as PPPs within a broader development program.

**Chair:** *Anthony Coumidis*, Director, McBains Cooper

#### **Speakers**

- *Arvind Mayaram*, Additional Secretary and Financial Advisor, Ministry of Rural Development, Government of India
- *Vipul Bhagat*, Chief Investment Officer, International Finance Corporation
- *Carlos Herrera*, Director of Investor Services, ProInversion - Private Investment Promotion Agency of Peru

17:00-18:00

## **Parallel clinics on sectoral themes in PPPs**

### **A. Energy**

**Salle XXVII**

While PPPs in energy are not new, their increased application in renewables, to meet climate targets, means governments are paying increased attention to their use and having to develop new frameworks and assess how these can leverage sources of financing that are available for such projects. This session will examine some recently launched programs and especially the 'better energy access for all' initiative.

**Chair:** *Adam Sek*, Regional Advisor, Sustainable Energy Division, UNECE

#### **Speakers**

- *Tumi Moleki*, Head of the PPP Unit, Government of South Africa
- *Muneer Ferozie*, Principal Investment Officer, International Finance Corporation
- *Leo McKenna*, Strategic Advisor, Strategic Investment Board - Government of Northern Ireland
- *Mongi Bida*, First Economic Affairs Officer, Sustainable Development and Productivity Division, United Nations Economic and Social Commission for Western Asia

### **B. Transport**

**Salle XXIV**

Transport is often one of the initial sectors to use PPP methods to develop and deliver public infrastructure. Over time these have developed to encompass highly complex and innovative solutions. The panel will discuss some of the more demanding projects from their own experiences and the key issues faced.

**Chair:** *Richard Abadie*, Partner – Capital Projects and Infrastructure, PricewaterhouseCoopers

#### **Speakers**

- *William Dachs*, Senior Executive Manager, Gautrain Rapid Rail Link, South Africa
- *Sibylle Rupprecht*, Director General, International Roads Federation
- *Richard Cabello*, Manager, International Finance Corporation

### **C. Health**

**Salle XXV**

The application of PPP methods to the delivery of health service provision is often seen as an extension of the model into the delivery of social infrastructure. This leads to different challenges in terms of the scope of services to be provided by the private partner and the issues faced in implementing these projects. The panel will share their experiences from a number of different models adopted across the world for the benefit of participants looking to explore the possibilities of the approach in meeting their own policy objectives.

**Chair:** *James Neal*, Managing Partner, Global Infrastructure Advisory, Ernst & Young

#### **Speakers**

- *Mariana Abrantes de Sousa*, former Chief Financial Officer to Ministry of Health, Government of Portugal
- *Teodoro Herbosa*, Undersecretary, Ministry of Health, Government of the Philippines
- *Massimo Ricchi*, Lawyer and member of PPP Task Force, Presidency of the Council of Ministers of Italy
- *Seyit Yalçın*, Assistant Planning Expert, PPP Department - Ministry of Development, Government of Turkey

18:00-20:00

## **Cocktail reception**

**8th floor**

Hosted by the International Finance Corporation, at the *Restaurant des Délégués*, Palais des Nations

**Speaker:** *Laurence Carter*, Director of PPP Advisory Services, International Finance Corporation

# Day 2 | Wednesday, 22 February 2012

09:00-09:30 *Coffee* Foyer Salle XVII

09:30-10:30 **Plenary Session: Improving the transparency of PPP arrangements** Salle XVII

While PPPs can offer the chance for better transparency in basic service delivery, very often contracts are not released or placed in the public domain and information on the contracting and performance of PPPs can be difficult to obtain. This panel will discuss how Governments can improve the transparency of PPP arrangements, looking at what some proactive PPP units are doing and also what can be learned from other approaches to improving transparency in government contracting.

**Chair:** *Selina Jackson*, Special Representative to the United Nations and World Trade Organization, World Bank

## Speakers

- *Christiaan Poortman*, Senior Advisor, Transparency International
- *Clive Harris*, Manager, World Bank Institute
- *Marcos Siqueira*, Head of the PPP Unit, Government of Minas Gerais, Brazil
- *Victoria Westcott*, Partner, White & Case

10:30-11:30 **Plenary Session: PPPs at a sub-national level – governance and implementation challenges** Salle XVII

Sub-national governments have important service delivery responsibilities and many are developing PPP programs to help meet these. This panel will look at some new initiatives undertaken at the sub-national level in delivering PPP projects and will also address the challenges of developing programs and ensuring good governance and efficient oversight at state/provincial and local government levels.

**Chair:** *Anthony Pearce*, Honorary Life Member, International Road Federation

## Speakers

- *Mansur Ahmed*, Director General, Infrastructure Concession Regulatory Commission, Government of Nigeria
- *Francois Bergère*, Director, Mission d'appui à la réalisation des Contrats de Partenariat, France
- *Gajendra Haldea*, Advisor to Deputy Chairman, Planning Commission, Government of India
- *Vladimir Ramirez*, Director of Investments, Ministry of Finance, Government of Mexico
- *Richard van Breukelen*, Chief Financial Officer, Ministry of Infrastructure and Environment, Government of the Netherlands

11:30-13:00 **Parallel clinics on governance framework**

**A. National audit institutions and PPPs** Salle XVII

National audit institutions can play an important role both in improving the overall governance of PPP programs as well as enhancing their performance by undertaking performance reviews. At the same time, in countries where programs are new, these audit agencies may jeopardize efficiency by applying to PPPs rules designed for non-PPP projects. This session will review experiences from different regions and draw lessons on how audit agencies can best fulfill their roles.

**Chair:** *Rui Monteiro*, Senior PPP Specialist, World Bank Institute

## Speakers

- *Freek Hoek*, Audit Manager, Rekenkamer, the Netherlands
- *Guilherme La Rocque Almeida*, Head of External Control, Tribunal de Contas da União, Brazil
- *Marcos Siqueira*, Head of the PPP Unit, Government of Minas Gerais, Brazil

### **B. Preparing PPP Programs**

**Salle XXIV**

In order to launch successful PPP programs, experience would suggest that there is a significant role for the government to play in the development of a pipeline of services to be delivered as PPP projects? How do they identify and prioritize these projects? Once selected, how are they then developed and promoted as PPP projects that will be attractive to sponsors?

**Chair:** *Ed Farquharson*, Executive Director, Private Infrastructure Development Group

#### **Speakers**

- *James Neal*, Managing Partner, Global Infrastructure Advisory, Ernst & Young
- *Henrique Costa Pinto*, Head of Project Structuring, Brazilian Development Bank, Brazil
- *David Duarte*, Chief of Contingent Liabilities and PPPs, Ministry of Finance, Government of Chile
- *Marc Frilet*, Chief Editor of the PPP Handbook, Confederation of International Construction Associations

### **C. Addressing Governance Risks**

**Salle XXV**

In developing PPP programs, governments need to establish the governance frameworks in which these projects can be selected, developed, tendered and ultimately managed. There are a number of references on this subject from the UNECE Guidebook on Promoting Good Governance to the ADB Guidelines for Addressing Governance Risks in PPP Projects. This clinic looks to address the practicalities associated with developing and enforcing these frameworks.

**Chair:** *Art Smith*, Chairman, US National Council for PPPs, United States of America

#### **Speakers**

- *Geoffrey Hamilton*, Chief of Cooperation and Partnership Section, Economic Cooperation and Integration Division, United Nations Economic Commission for Europe
- *James Ballingall*, Head of Assurance and International, Infrastructure UK, Government of the United Kingdom
- *Tariq Niazi*, Principal Public Management Specialist, Asian Development Bank
- *Mario Marcel*, Deputy Director, Organisation for Economic Co-operation and Development

13:00-14:30

**Lunch**

Foyer Salle XVII

14:30-15:00

**Lunchtime talk "2000 Years of PPPs" - *Xavier Bezançon***

**Salle XVII**



## Parallel clinics on governance – sectoral and thematic aspects

### A. Improving Accountability in Public Spending: The Experience with Output-Based Aid (OBA) and Results-Based Financing (RBF)

Salle XVII

As donors place greater emphasis on demonstrating results, how can PPPs achieve higher levels of accountability? This session will open with a screening of a short film: “Improving Lives in Morocco: Extending Access to Water and Sanitation Services to the Poor.” The objective of the session is to spur a discussion on how OBA and RBF can be most effectively integrated in infrastructure PPP operations. The conversation will focus on how the approaches and OBA in particular, can improve the accountability of governments for spending efficiently and delivering results.

**Chair:** *Adriana de Aguinaga*, Program Manager, Global Partnership on Output-Based Aid and Public-Private Infrastructure Advisory Facility

#### Speakers

- *Laurence Carter*, Director of PPP Advisory Services, International Finance Corporation
- *Oliver Gilbert*, Head of the Social Innovation Department, Veolia
- *Kilian Reiche*, Consultant, the World Bank
- *Andrew Maclean*, Private Sector Infrastructure Policy Manager, Department for International Development, Government of the United Kingdom

### B. Creating public sector capacity

Salle XXIV

When PPP programs are first launched, how can governments put in place the capacities and political support that will launch successful pathfinder projects? What are the most important steps to take, and what are the ones to avoid?

**Chair:** *Bernhard Müller*, Head of Division, “Partnerships Germany Project Transfer”, Ministry of Finance, Government of Germany

#### Speakers

- *Adriana Rodriguez*, Chairwoman, Corporación Nacional para el Desarrollo, Government of Uruguay
- *Mariana Abrantes de Sousa*, Consultant, former Chief Financial Officer to Ministry of Health, Government of Portugal
- *Yuji Nemoto*, Head of PPP Research School, Toyo University, Japan
- *James Ballingall*, Head of Assurance, Infrastructure UK, Government of the United Kingdom

### C. Contract management

Salle XXV

Getting good results from PPPs requires good contract management. But this can be a challenge to maintain given the complexity of PPP contracts, lack of resources provided and high turnover of staff in government agencies. What strategies can be adopted to improve contract management capabilities?





**Chair:** *Mark Moseley*, Lead Counsel, the World Bank

**Speakers:**

- *Lincoln Flor*, Senior PPP Specialist, World Bank Institute
- *Andy Carty*, Special Advisor, European PPP Expertise Centre
- *David Dombkins*, Chief Executive Officer, Complex Program Group
- *Amir Ingratubun*, Senior Procurement Specialist, Asian Development Bank

16:00-17:30

**Plenary Session: Promoting networking activities and fostering capacity-building programs**

Salle XVII

The development of PPP programs can be enhanced through practitioners sharing their experiences in delivering specific projects. This session looks at different approaches to establishing and fostering these networks with the aim to raise the capacity of individuals delivering PPP programs and also discusses new approaches to developing capacity building for PPPs.

**Chair:** *Andy Carty*, Special Advisor, European PPP Expertise Centre

**Speakers**

- *Angelo Dell'Atti*, Manager, International Finance Corporation
- *Rui Monteiro*, Senior PPP Specialist, World Bank Institute
- *Anand Chiplunkar*, Director, Asian Development Bank
- *David Bloomgarden*, Project Specialist and PPP Coordinator, Inter-American Development Bank
- *Jan van Schoonhoven*, Chairman, Team of Specialists on PPPs, United Nations Economic Commission for Europe

17:30-17:45

**Closing Reflections and Remarks**

Salle XVII

- *H.E. Vladimir Pesovski*, Deputy Prime Minister, the former Yugoslav Republic of Macedonia
- *Geoffrey Hamilton*, United Nations Economic Commission for Europe

17:45-18:30

**Aperitif**

Foyer Salle XVII

18:30-22:00

**"Swiss Night"**

Hosted by the Government of the Swiss Confederation.  
Transportation to the venue will be organized from the Palais des Nations.



# Day 3 | Thursday, 23 February 2012

08:45-09:15	<i>Coffee</i>	Foyer Salle XVII
09:15-09:30	<b>Welcome address on behalf of the co-hosts</b> <ul style="list-style-type: none"><li>• <i>Geoffrey Hamilton</i>, United Nations Economic Commission for Europe</li></ul>	Salle XVII
09:30-12:30	<b>Business Forum in parallel sessions (morning session)</b>	

Stream A (Salle XVII)	Stream B (Salle XXV)	Stream C (Salle XXIV)
<b>Japan</b> 	<b>Brazil</b> 	<b>Philippines</b> 
<b>Special session: Japan and the role of PPPs in disaster risk reduction and post disaster reconstruction</b>	<b>The outlook for PPPs in Brazil</b>	<b>The outlook for PPPs in the Philippines</b>
<b>Opening remarks:</b> <ul style="list-style-type: none"><li>• <i>H.E. Kenichi Suganuma</i>, Ambassador, Permanent Representative of Japan to the United Nations Office at Geneva</li></ul>	<b>Government keynote address:</b> <ul style="list-style-type: none"><li>• <i>Vanialucia Lins Souto</i>, Vice-Director, PPP Unit, Ministry of Planning, Budget &amp; Management</li><li>• <i>Henrique Costa Pinto</i>, Head of Project Development, Brazilian Development Bank</li></ul>	<b>Government keynote address:</b> <ul style="list-style-type: none"><li>• <i>H.E. Cesar V. Purisima</i>, Secretary of Finance, Philippines</li><li>• <i>H.E. Cayetano Paderanga</i>, Secretary for Socioeconomic Planning, National Economic and Development Authority</li><li>• <i>Teodoro Herbosa</i>, Undersecretary of Health</li><li>• <i>Cosette Canilao</i>, Head of PPP Center of the Philippines</li></ul>
<b>Keynote speaker:</b> <ul style="list-style-type: none"><li>• <i>Margareta Wahlstrom</i>, Special Representative of the UN Secretary-General (SRSG) for Disaster Risk Reduction (UNISDR)</li></ul>	<b>Moderator:</b> <ul style="list-style-type: none"><li>• Representative of the World Bank Institute</li></ul>	<b>Moderator:</b> <ul style="list-style-type: none"><li>• <i>Aziz Haydarov</i>, ADB Philippines Country Economist</li></ul>
<b>Moderator:</b> <ul style="list-style-type: none"><li>• <i>Sam Tabuchi</i>, Professor, Toyo University, Japan</li></ul>	<b>Private sector perspectives:</b> <ul style="list-style-type: none"><li>• <i>Helcio Tokeshi</i>, EBP, Brazil</li></ul>	<b>Private sector perspectives:</b> <ul style="list-style-type: none"><li>• <i>Zobel de Ayala</i>, Ayala Corporation</li><li>• <i>Sanjeev Wadhwa</i>, Unisys Philippines</li><li>• <i>Eduardo Francisco</i>, BDO Capital</li></ul>
<b>Speaker:</b> <ul style="list-style-type: none"><li>• <i>Machiko Kamiya</i>, Senior Representative, Japan International Cooperation Agency</li><li>• <i>Peter Williams</i>, IBM Distinguished Engineer Chief Technology Officer, Big Green Innovations, IBM</li><li>• <i>Nobuyuki Nagata</i>, Partner, CFA, Deloitte Tohmatsu Financial Advisory Co., Ltd.</li><li>• <i>Sandra Wu Wen-Hsiu</i>, President and Chief Executive Officer, Kokusai Kogyo Holdings Co. Ltd.</li><li>• <i>Yuji Nemoto</i>, Professor, Toyo University, Japan</li><li>• <i>Yu Namba</i>, Research Associate, Toyo University, Japan</li></ul>	<b>Panel discussion with Q&amp;A</b>	<b>Panel discussion with Q&amp;A</b>
<b>Recommendations:</b> <ul style="list-style-type: none"><li>• <i>Geoffrey Hamilton</i>, UNECE</li><li>• <i>Sam Tabuchi</i>, Toyo University, Japan</li></ul>		



### Stream A (Salle XVII)



#### The outlook for PPPs in Ukraine at the national and regional levels

##### Government keynote address:

- *Vladislav Kaskiv*, Head, State Agency for Investment and National Projects

##### Moderator:

- *Yuriy Husyev*, Director of National Projects Department, State Agency for Investment and National Projects

##### Private sector perspectives:

- *Volodimir Buzinov*, Director General, Ukrenergopengineering
- *Valeriy Uzhba*, Deputy Head of Union of Entrepreneurships

##### Panel discussion with Q&A

- *Kseniia Liapina*, People's Deputy, Verkhovna Rada of Ukraine (Parliament of Ukraine)
- *Oleksandr Masurchak*, First Deputy Head of Kiev City State Administration
- *Tereziya Babych*, Head of Department, State Road Agency of Ukraine
- *Irina Zapatrina*, Chairperson of the Board, Ukrainian PPP Center

### Stream B (Salle XXV)



#### The outlook for PPPs in Nigeria

##### Government keynote address:

- *Mansur Ahmed*, Director General, Infrastructure Concession Regulatory Commission (ICRC)

##### Moderator:

- *James Stewart*, Chairman - Global Infrastructure Practice, KPMG

##### Panel discussion with Q&A

- *Olateru Akinnawo*, Project Development Specialist, ICRC
- *Nyananso Gabriel Ekanem*, Head, Monitoring and Compliance, ICRC



#### The outlook for PPPs in Peru

##### Government keynote address:

- *Hector Rodriguez*, Executive Director, ProInversion

##### Moderator:

- Representative of the World Bank Institute

##### Panel discussion with Q&A

### Stream C (Salle XXIV)



#### The outlook for PPPs in India

##### Keynote address:

- *Chandrajit Banerjee*, Director General, Confederation of Indian Industry
- *Raghav Chandra*, Joint Secretary, Ministry of Road Transport & Highways

##### Moderator:

- *Pradeep Singh*, Vice Chairman and Managing Director, Infrastructure Development Finance Company Limited

##### Panel discussion with Q&A

- *Rajesh Menon*, Deputy Director General, Confederation of Indian Industry
- *Babu Khan*, Director, Confederation of Indian Industry

Stream A  
(Salle XVII)Stream B  
(Salle XXV)Stream C  
(Salle XXIV)

## Armenia



## The outlook for PPPs in Armenia

## Government keynote address:

- Gagik Khachatryan, Deputy Chairman, State Committee of Water System

## Moderator:

- Toshiaki Sakatsume, Principal Economist, European Bank for Reconstruction and Development

## Private sector perspectives:

- Gary Stout, International General Director for MVV-decon GmbH, Armenia
- Patrick Lorin, General Director, Armenian Water and Sewerage CJSC

## Panel discussion with Q&amp;A

## Uruguay



## The outlook for PPPs in Uruguay

## Government keynote address:

- Adriana Rodriguez, Chairwoman, National Development Corporation
- Silvina Panizza, Head of PPP Unit, Ministry of Economy and Finance

## Moderator:

- Daniel Benitez, Senior Transport Economist, the World Bank

## Panel discussion with Q&amp;A

## Turkey



## The outlook for PPPs in Turkey

## Government keynote address:

- Elvan Ongun, Deputy Director General, Undersecretariat of the Treasury
- Funda Ocak, Deputy Director General, State Airports Authority
- Representative of Turkish Investment Support and Promotion Agency

## Moderator:

- Türker Yöndem, Yalti Yöndem Law Firm

## Private sector perspectives:

- Yetik Mert, CEO, EnerjiSA
- Burak Kutluğ, Business Development Coordinator, Akfen Holding
- Murat Soğancıoğlu, Business Development Director, IC Holding

## Panel discussion with Q&amp;A

## Russian Federation



## The outlook for PPPs in the Russian Federation

## Government keynote address:

- Igor Kardashev, Deputy Director, Department of Investment Policy and PPPs Development under Ministry of Economic Regulation, Russian Federation

## Moderator:

- Alexander Bazhenov, Director, PPP Centre, Vnesheconombank

## Private sector perspectives:

- Representative of VTB Capital

## West and Central Africa

## Moderator:

- Marc Teyssier d'Orfeuille, General Delegate, "Club PPP Médafrrique"

## West Africa

## Burkina Faso

## Côte d'Ivoire

## Senegal

## Burkina Faso:

- Adélaïde Nare, Technical Adviser, Ministry of Economy and Finance
- Ousmane Ouedraogo, Representative of the Bagré growth cluster

## Colombia



## The outlook for PPPs in Colombia

## Government keynote address:

- Luis Andrade, President, National Infrastructure Agency

## Moderator:

- Representative of the World Bank Institute

## Panel discussion with Q&amp;A



**Stream A**  
(Salle XVII)

**Russian Federation**



(cont'd)

**Special panel for the regions:**

- *Hafiz Salikhov*, Chairperson, Expert Council on PPP legislation, Committee of State Duma on Economic Policy and Entrepreneurship
- *Ilya Gudkov*, General Director of St. Petersburg State Enterprise "Agency for Strategic Investments"

**Panel discussion with Q&A**

- *Elena Gromova*, Minister of Transport, Perm Region
- *Vitali Maximov*, Adviser to the Director General for Investment and PPP Federal State Company, "Rostransmodernizatsiya"
- *Alexander Dolgov*, Partner, Head of PPP and Project Finance Group, Gide Loyrette Nouel

**Kazakhstan**



**The outlook for PPPs in Kazakhstan**

**Government keynote address:**

- *Zhomart Abiyessov*, Chairman of the Management Board, Kazakhstan PPP Center

**Moderator:**

- *Jill Jamieson*, Deloitte, Chief of Party, USAID MEP project

**Private sector perspectives:**

- *Nurlan Dosaev*, Financial Director, ATM Group Uluslararası Havalimanı Yapım Yatırım ve İşletme Ltd. Sti.

**Panel discussion with Q&A**

- *Aimgul Batyrbekova*, Chairperson, Karaganda PPP Center

**Stream B**  
(Salle XXV)

**West and Central Africa**  
(cont'd)

**Côte d'Ivoire:**

- *Madeleine Yao*, Special Adviser, Ministry of Economy and Finance
- *Esmel Emmanuel Essis*, Centre for Investment Promotion in Côte d'Ivoire

**Senegal:**

- *Xavier Ricou*, Special Adviser to the Director General, Investment Promotion Agency (APIX)
- *Dominique Ndong*, General Coordinator of Large Works, APIX

**Central Africa**  
**Cameroon**  
**Congo**  
**Gabon**

**Cameroon:**

- *Justin Ntsama*, Technical Coordinator, Council for the Support of Partnership Contracts (CARPA)

**Congo:**

- *Joseph Ibara*, Coordinator, Programme for the Diversification of the Congolese Economy (PADE)
- *Charles Nganga*, Director of Regulation, Ministry of Tourism
- *Jean Joseph Imangue*, Permanent Secretary, Privatisation Committee

**Gabon:**

- *Eugene Aziawor Nguimbi*, Cabinet, Ministry of Economy
- *Etienne Ngoubou*, Director, Ministry of Energy and Water Resources

**Panel discussion with Q&A**

**Stream C**  
(Salle XXIV)

**Vietnam**



**The outlook for PPPs in Vietnam**

**Government keynote address:**

- *Dang Huy Dong*, Vice Minister, Ministry of Planning and Investment

**Moderator:**

- *Michael Montelibano*, Private Sector Development Specialist, Asian Development Bank

**Panel discussion with Q&A**



From 17:30

**Networking session**

Country stands, showcasing recently completed and upcoming projects and concession agreements to attendees. Opportunities for bilateral meetings.

Foyer Salle XVII

18:30-20:00

**Dutch Reception**

Cocktail reception hosted by the Government of the Netherlands

**Speaker:** *H.E. Roderick van Schreven*, Ambassador, Permanent Representative of the Netherlands to the United Nations Office at Geneva

Foyer Salle XVII



# Day 4 | Friday, 24 February 2012

08:30-09:00 *Coffee*

Foyer Salle XVII

## Special Session on PPP “Virtual” Site Visits

Salle XVII

Participants will attend PPP “virtual” site visits of projects from around the world (presentations, videos) that will be complimented by two local site visits to operational PPPs in Bern and the Geneva vicinity. The case study discussions will be conducted within a coherent framework, highlighting success factors in the overall PPP process and life-cycle. The videos will be further discussed as training tools under the auspices of the fourth session of the UNECE Team of Specialists on PPPs after lunch.

09:00-09:05 **Welcome**

Salle XVII

- *Geoffrey Hamilton*, United Nations Economic Commission for Europe

09:05-9:30 **The PPP Project Neumatt: Cantonal Civic Center Burgdorf (Switzerland)**

Video and Q&A with key stakeholders: main learnings

- *Touraj Etezady*, Zeughaus PPP AG

9:30 **Optional visit to the PPP Project Neumatt in Bern**

9:30-10:05 **Framework of PPP “virtual” site visit project**

Introductory video: matrix of success factors (cross-sector) and an overview of video case studies

- *Ansgar Kauf*, SECO-UNECE Project Coordinator
- *Serge Bodart*, SECO-UNECE Project Advisor

10:05-10:40 **The Manila Water Company PPP (Philippines)**

Video and Q&A with key stakeholders: main learnings

- *Aura Abon*, Infrastructure Officer (PPP), Asian Development Bank

10:40-11:10 **Lesotho Hospital PPP (Lesotho)**

Video and Q&A with key stakeholders: main learnings

- *Elena Dana Burduja*, International Finance Corporation

11:10-12:00 **Outpatient Dialysis Services PPP (Romania), and National Kidney and Transplant Institute: Haemodialysis Center Project (Philippines)**

Video and Q&A with key stakeholders: main learnings

- *Elena Dana Burduja*, International Finance Corporation
- *Aileen Riego-Javier*, Executive Director, National Kidney and Transplant Institute, the Philippines

12:00-12:30 **The Annecy-Geneva PPP toll motorway (France)**

Presentation, Q&A with key stakeholders

- *Jacques Leca*, Financial and Administrative Director, ADELAC, France

12:30-14:30 *Lunch break*

Foyer Salle XVII

12:30 **Optional visit to Annecy-Geneva PPP toll motorway in France**

14:30-17:30 **Fourth session of the UNECE Team of Specialists on PPPs (cont’d)**

Salle XVII



# About the Organizers



**World Bank  
Institute**

## **Public-Private Partnerships Practice at the World Bank Institute**

WBIPP is a global connector of PPP practitioners, providing opportunities for peer-to-peer knowledge sharing, South-South learning, harvesting innovations in public-private partnerships (PPPs), and providing accessible knowledge and global best practices on PPPs. We work with public sector agencies and partner institutions to identify and address high-priority needs for learning on PPPs. We aim to share good practices, address complex cross-sectoral issues, and enhance local ownership. Our programs combine face-to-face activities, video conferences, and e-learning programs to maximise effectiveness.

Our goal is to enable Governments to design and implement successful PPPs by drawing on the expertise of global networks of practitioners to:

- establish legal, regulatory, and institutional frameworks for PPPs;
- develop a realistic project pipeline and take these projects successfully to market;
- build the capacity of the public and private sectors; and
- evaluate and monitor the performance of project.

Visit us at: [www.worldbank.org/wbi/ppp](http://www.worldbank.org/wbi/ppp)



## **Asian Development Bank**

ADB's vision is an Asia and Pacific region free of poverty. ADB's mission is to help its developing member countries substantially reduce poverty and improve the quality of life of their people. Despite the region's many success, it remains home to two-thirds of the world's poor: 1.8 billion people who live on less than \$2 a day, with 903 million struggling on less than \$1.25 a day. ADB is committed to reducing poverty through inclusive economic growth, environmentally sustainable growth, and regional integration.

Based in Manila, ADB is owned by 67 members, including 48 from the region. Its main instruments for helping its developing member countries are policy dialogue, loans, equity investments, guarantees, grants, and technical assistance.

Visit us at: [www.adb.org](http://www.adb.org)



## **United Nations Economic Commission for Europe**

The United Nations Economic Commission for Europe (UNECE), based in Geneva, is one of the five UN regional commissions, and has 56 member States. It is the only regional commission and the only organization within the UN which has an intergovernmental body - the UNECE Team of Specialists - with a PPP capacity-building mandate. Membership of the Team is open to representatives from both public and private sectors. Its Executive Board or Bureau consists of representatives from seven UN member States, three of which are outside the UNECE region. Under its mandate the Team:

- undertakes PPP readiness assessments in countries at the request of Governments;
- holds high level consultations with Governments on their PPP problems on projects;
- elaborates guides, training materials and videos for the UNECE PPP Toolkit.

Visit us at: [www.unece.org/ceci/ppp.html](http://www.unece.org/ceci/ppp.html)



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