



Public Private Partnerships in the Road Sector

Featuring solutions for Road User Charging

**Bali, Indonesia
March 20-21, 2017**



Workshop

The Road Industry's Most Trusted Brand in Continuing Education



For more than 50 years, an essential part of the IRF's mission has been the organization and delivery of training courses that provide continuing professional development for individuals and contribute to the dissemination of knowledge and expertise throughout the world.

As a strong believer in continuing education, the IRF provides members, as well as road professionals worldwide with educational opportunities that are recognized by engineering and transportation societies worldwide. The IRF's Global Training Curriculum provides technical expertise in classroom and practical settings where attendees can learn from and have direct access to seasoned professionals. Each course not only provides the most relevant, up-to-date information and best practices and solutions, but is also designed to assist attendees in learning to correctly apply the knowledge gained.

IRF Workshops are specifically developed to meet the needs of today's highway managers. Whether you are a representative of a highway agency, a member of a financing institution, consultant or contractor, IRF workshops will give you the necessary tools to make improvements in your organization. Our mission is facilitate road progress whenever and wherever we can by organizing constructive events, furnishing needed information and assisting with the training and transfer of best practices and technologies around the world.

As Chairman of the International Road Federation, I encourage you to make the most of these opportunities and help fulfill the IRF's vision of better roads for a better world.



Abdullah A. Al-Mogbel
IRF Chairman

About the IRF

OUR MISSION: Building Partnerships

We assist countries in progressing towards better, safer and smarter road systems.

We develop and deliver world-class knowledge resources, advocacy services, and continuing education programs, which together offer a global marketplace for best practices and industry solutions.

We serve a wide range of member organizations from both the public and private sectors of the road and transport industry. Together, we form a global network for information exchange and business development.

We invest in the next generation of transport leaders. Since 1949, the IRF has awarded educational scholarships to individuals in 119 countries to pursue careers in the road and transport industry.

OUR VISION: Better Roads. Better World

We believe that well-planned, safe, accessible and environmentally sound road networks are fundamental building blocks for human and economic development.

We are committed to increasing road and transport investments to meet the demands for safe and efficient travel and flow of goods and services to help improve the lives of people worldwide.

We engage with governments, development institutions, businesses, and academia around the world to make our vision a reality.

OUR ORGANIZATION: A Global Federation

The International Road Federation welcomes members from government, academia, road associations, research institutes, and private industry.

We are a global not-for-profit organization, headquartered in Washington, DC since 1948 and supported by regional offices throughout the world.

The IRF serves a network of public and private sector members in more than 70 countries by providing world-class knowledge resources, advocacy services, and continuing education programs which together offer a global marketplace for best practices and industry solutions.

COURSE DESCRIPTION

Public Private Partnerships are being increasingly utilized as an alternative to traditional public financing methods for road and surface transport infrastructure. This workshop will bring together top practitioners and experts from the private sector, public sector, and financing institutions to discuss and examine what conditions are required to implement successful PPP projects that bring value to the government, its private sector partners, and — most importantly — the public. In addition, different models of offsetting public funding via Road User Charging will be highlighted as a specialist case study.

COURSE OUTCOMES

- Understand PPPs and their role in delivering infrastructure services
- Identify various stakeholders for successful PPP implementation
- Utilize tools to assess financial viability of PPP's
- Value the role of risk in PPP decision-making
- Detail successes, challenges and pitfalls with different PPP case studies

TARGET AUDIENCE

- Highway and Road Professionals
- Government Agencies
- Private Consultants & Contractors
- Service Providers
- Financial Experts

COURSE VENUE

Bali Nusa Dua Convention Center

Kawasan Pariwisata Nusa Dua Lot NW/1,
Benoa, Kuta Sel., Kabupaten Badung,
Bali 80363, Indonesia



DAY 1 – MARCH 20**WORKSHOP HOURS: 9:00 – 17:00**

- Why PPP and what is a PPP Project?
- Key Stakeholders and Roles in a PPP Process – public sector, finance professionals, technical advisors, contractors, operators
- Enabling Environment – Public Sector, IFIs
- PPP Expectations and Framework for Financing
- Guest Speaker- Panel Discussion

DAY 2 – MARCH 21**WORKSHOP HOURS: 9:00 – 17:00**

- PPP Policy / Institutional Framework PPP Procurement Stages (and how to get ready for it)
- PPP Documentation- Components and Technical Requirements (Highways)
- PPP Project Performance Criteria and Payment Mechanism
- The benefits of Charging for High Capacity Roads - Abertis
- Technology and payment models (including interoperability questions - Abertis)
- Public acceptance & enforcement management - Abertis

Benefits of Charging for High Capacity Roads

Road is currently the main mode of transport for both passenger and freight globally, and highways represent a major share of transit in those countries where there is a High Capacity Road network. This fact alone should make highways a major investment priority, but in many country public budget restrictions and political priorities do not allow for its proper development. Moreover, additional investment is needed to make road transport infrastructure more efficient, smarter and sustainable, especially with the fast evolution of electromobility, connected/autonomous vehicles and most notably to contribute to the decarbonisation of the transport sector. This session will show how to better implement the "user pay" and "polluter pay" principles through toll roads managed by the private operators in order to maximize benefits for the Administration, the Users and Society as a whole.

Abertis Highway PPP Country Attractiveness Index

An Abertis interdisciplinary team has built on its extensive knowledge and expertise in the PPPs sector with the support of the Economist Intelligence Unit (EIU) to develop a framework for benchmarking countries, based on opportunities and risks related to the successful implementation of highway public-private partnership (PPP) projects. The goal has been to compile an index framework, which allows Abertis to prioritise countries that offer future investment opportunities. To arrive at this framework, a set of 130 indicators based on a wide range of literature on PPPs and highway PPPs in particular has been compiled covering 80 countries worldwide. It also allows for comparisons among countries and among indicators in order to assess the risks, regulatory and investment facilities existing in the different markets, so it can also be a tool to manage some of these risks by the administrations themselves.

Public acceptance & Regulatory aspects

PPP/Concession contracts are long term agreements to manage public services and/or public assets that require adaptation to new societal, environmental and technical conditions that cannot be foreseen when the signature of the contract takes place. Based on previous experience and further analysis carried out by Abertis, this session will present a list of main obstacles encountered when in need to develop and adapt highway projects to these needs. Following Abertis' experience worldwide, it will be shown that in order to favor new investments in infrastructures and improve service level there needs to be a series of mechanisms that improve concession contracts during the whole life cycle of the asset.

**LEAD INSTRUCTOR****MEHRAN AVINI**

Senior PPP Advisor

Mehran Avini is a professional engineer in the US and Canada with over 20 year of experience in the infrastructure and transport sectors. His focus is alternative finance and procurement AFP / PPP in infrastructure projects providing advice to public agencies, private sector developers, lenders and investors, rating agencies, and infrastructure owners and operators. He has advised on over 30 AFP/PPP projects in Canada, the US and internationally from the planning stages through procurement, operations, and as the independent certifier and technical advisor. He has also advised a number of public agencies and private sector developers and operators in road operations and maintenance.

**SENIOR ECONOMIST,****MARC RIBÓ PEDRAGOSA**

Studies and International Affairs Department, Abertis Group

Marc Ribó Pedragosa is an Economist and holds an MBA from the ESADE Business School as well as a Master in Public-Private Management of Infrastructures by the Polytechnic University of Catalonia (UPC). In 2009 he joined Abertis Group in the Studies and Corporate Communication Department to support them with economic analysis. In 2011 he was assigned to the Studies and President's Office, supporting the Chairman in his different roles. In 2014, he was appointed as Senior Economist to the International Affairs Unit where he has been promoting contacts with international institutions, elaborating advocacy papers as well as economic and in-depth analysis about the sector. He has developed collaborations with several institutions in the infrastructure field such as the International Road Federation (IRF), the World Economic Forum (WEForum), the European Highway Association (ASECAP), and maintains regular contacts with different administrations, universities, and companies.

**ASSOCIATE VICE PRESIDENT****SREEJITH NARAYANAN**

IL&FS Transportation Networks Limited (ITNL)

Sreejith Narayanan has more than 20 years of work experience across Infrastructure, Public Private Partnerships and Financial Markets. He has been associated with ITNL since 2011. ITNL is widely recognized as the Pioneer of Public Private Partnership in the Indian Road sector. ITNL is one of India's largest build-operate-transfer (BOT) road operators with around 14,600 lane km under its road asset portfolio. At ITNL, his role comprises initiating new PPP projects, strategic evaluation of bids and financing PPP projects. Prior to that he was part of the senior management team which set up the first pan African Multi asset derivatives exchange in Mauritius. He has held positions of strategic importance with IL&FS Invest smart and various other MNC's. He holds a Doctorate in Economics from University of Mumbai, M.Phil. from Pondicherry Central University and Masters in Economics from Madras University.

Sponsorship Packages		PLATINUM	GOLD	SILVER	BRONZE
Cost	IRF Member	US \$10,000	US \$7,000	US \$5,000	US \$3,000
	Non-member	US \$12,000	US \$8,500	US \$6,000	US \$4,000
Recognition in post-program communications		✓	✓		
Company pull-up banner in workshop room (self-supplied)		✓	✓	✓	
Complimentary workshop registrations		6	4	2	1
20% discount on registration price when purchasing additional registrations		Unlimited	15	10	5
Company name and logo will be presented in all publicity and marketing materials under sponsorship level, including: event banners, opening screen, IRFnews.org website, official workshop agenda*		✓	✓	✓	✓
Recognition and plaque presentation at closing ceremony		✓	✓	✓	✓

PPPs in the Road Sector: Bali | March 20 – 21, 2017



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Payment Received Date

Sponsor Application

Contact Information

		REFERENCE CODE (IF APPLICABLE)	YEAR MONTH DAY		
LAST NAME		MOBILE PHONE (WITH COUNTRY CODE) PREFERRED CONTACT NUMBER			
FIRST NAME		OFFICE PHONE (WITH COUNTRY CODE) PREFERRED CONTACT NUMBER			
EMAIL		FAX NUMBER (WITH COUNTRY CODE)			
ORGANIZATION NAME		JOB TITLE			
ORGANIZATION ADDRESS					
CITY	STATE/PROVINCE	POSTAL CODE	COUNTRY		

Sponsor *(check the one box that applies; all amounts in US dollars)*

IRF MEMBERS Platinum: US \$3,000 Gold: US \$5,000 Silver: US \$7,000 Bronze: US \$10,000	NON MEMBERS Platinum: US \$4,000 Gold: US \$6,000 Silver: US \$8,500 Bronze: US \$12,000
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Payment

PAYMENT TYPE Invoice Check Credit Card	CARD TYPE Visa MasterCard AMEX	CARD NUMBER
CARD EXPIRATION DATE (MM/YY)	CARD SECURITY CODE	NAME ON CARD
AMOUNT TO BE CHARGED (IN US DOLLARS)	TODAY'S DATE (YYYY/MM/DD)	SIGNATURE

By signing this document, I agree to comply with the Terms and Conditions applicable to IRF Events and provide full release of my likeness and voice to be used for promotional purpose by the IRF. This release covers photos and videos taken during the event.

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Important Note:

Registration can also be completed online at: www.irf.global/event/ppp17-bali/



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Delegate Registration

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YEAR	MONTH	DAY

Contact Information

LAST NAME		MOBILE PHONE (WITH COUNTRY CODE) PREFERRED CONTACT NUMBER	
FIRST NAME		OFFICE PHONE (WITH COUNTRY CODE) PREFERRED CONTACT NUMBER	
EMAIL		FAX NUMBER (WITH COUNTRY CODE)	
ORGANIZATION NAME	JOB TITLE	ORGANIZATION WEBSITE	
ORGANIZATION ADDRESS			
CITY	STATE/ PROVINCE	POSTAL CODE	COUNTRY
ORGANIZATION CATEGORY Government Academia Industry Association Private Sector			

Additional Registrants *(please list the names of any additional delegates you are registering)*

LAST NAME	EMAIL
FIRST NAME	JOB TITLE
LAST NAME	EMAIL
FIRST NAME	JOB TITLE
LAST NAME	EMAIL
FIRST NAME	JOB TITLE
LAST NAME	EMAIL
FIRST NAME	JOB TITLE

Registration Rates *(Check the one box that applies; all amounts in US dollars. Prices are per person. Fee includes lunch and beverages.)*

IRF MEMBERS: **US \$1,000**

NON MEMBERS: **US \$1,200**

VISA INVITATION
Do you require a visa invitation letter? Yes No

Payment

PAYMENT TYPE Invoice Check Credit Card	CARD TYPE Visa MasterCard AMEX	CARD NUMBER
CARD EXPIRATION DATE (MM/YY)	CARD SECURITY CODE	NAME ON CARD
AMOUNT TO BE CHARGED (IN US DOLLARS)	TODAY'S DATE (YYYY/MM/DD)	SIGNATURE

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PRINTED NAME	SIGNATURE (IF FAXING)	DATE OF APPLICATION (YYYY/MM/DD)
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KNOWLEDGE • ADVOCACY • EDUCATION
BEST PRACTICES • BUSINESS OPPORTUNITIES

Better Roads. Better World.



International Road Federation

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