



Regional Investment Agency
RIA
COMESA

**Fostering the Development
of PPP Models in the COMESA Region**

**Regional Validation Workshop
Swaziland, 06-07 May 2009**

AGENDA



Fostering the Development of PPP Models in the COMESA Region

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Objective

The workshop is part of a project, supported by the ACP Business Climate Facility (BizClim), the objective of which is to help foster private investment in infrastructure construction and service provision in COMESA countries.

The objective of the workshop is, based on a regional study which is currently under preparation, to discuss the levels of PPP readiness in the 19 COMESA countries compared to benchmarks including the example of best practice African countries. It also serves to disseminate self-diagnosis tools directed at IPAs and road maps based upon observed best practices. Moreover, the workshop will present standardised PPP contracts which are to be complemented with specific provisions relating to the sectors utilities, energy, transports, ports and water supply; and a standardised procurement process. Delegates from all COMESA countries will attend the workshop in Mbabane.

Day 1 – Wednesday, 06 May 2009

08.30 – 09.00 Registration (Royal Swazi Sun @ Libandla room)

09.00 – 10.30

Opening and Introductory Session

Chairperson: Richard Mbaiwa, Board Member, COMESA RIA

Opening statements:

- Minister of Commerce, Industry and Trade, Kingdom of Swaziland
- Delegation of the EU – Jorge Nieto Rey
- COMESA Representative – Stephen Karangizi, Assistant Secretary General

Priorities and Bottlenecks in Infrastructure PPPs: Observations, Findings, Conclusions from Field Mission and Research – Carl Aaron

Q&A and Discussion

10.30 – 11.00

Coffee Break

11.00 – 12.30

PPP in the COMESA Region: Country by Country Situation – Regional Cross-fertilization

Moderators: Carl Aaron / Monique Bolmin

- Mauritius – Premcoomar Beeharry
- Uganda – Orono Otweyo
- Swaziland – Richard Martin and Johan Kruger
- Egypt – Mohamed Tarek
- Others – Brief Overviews by IPA Delegates of COMESA Countries

Regional Opportunities: Capacity Building and Projects

Q&A and Discussion

12.30 – 14.00

Lunch Break

14.00 – 15.30

Defining PPPs and Pursuing Different Types of PPPs

Presenters: Carl Aaron / Monique Bolmin

PPP Definition Criteria: How do we Decide?

Working out where we are: Self-diagnosis Tool

Role of PPP Units and Overarching Legislation

Roadmap for a Systematized PPP Enabling Framework

Panel Discussion: What do you need? Sources of Capacity Building /
Project Preparation Funding / Supporting Regional Approach

15.30 – 15.45

Coffee Break

15.45 – 18.30

Factory visits for Delegates

Peterstouw Aquapower

Swaziland Polypack

19.30 – 21.00

Cocktails @ Lugogo Sun Terrace

Day 2 – Thursday, 07 May 2009

9.00 – 10.30

PPP – Institutional, Financial and Practical Issues

Moderator: Carl Aaron

Institutional Setting for PPP – William Dachs

Financing Opportunities for PPP Projects: The Role of capital market –
Mohamed Omran

The PPP Project Cycle: Practical Challenges – Monique Bolmin

Q&A and Discussion

10.30 – 11.00

Coffee Break

11.00 – 12.30

PPP Case Studies

Carl Aaron / Monique Bolmin

Larger Infrastructure PPPs – Phuti Malabie

Smaller Infrastructure PPPs – Divyash Keshav

Q&A and Discussion

12.30 – 14.00

Lunch Break

14.00 – 15.30

PPP Guidelines and Model PPP Documentation

Monique Bolmin

Q&A and Discussion

15.30 – 15.45

Coffee Break

15.45 – 17.00

Concluding Session

Chair: Phiwayinkosi Elphas Ginindza, CEO, SIPA

Where do we go from here?

Regional Community of Practice?

Capacity Building Needs / Sources of Support

Cross Border PPP Infrastructure Projects – possibilities?

Adoption of Principles of PPP in the COMESA Region – how realistic is this?

Wrap-up and Closing Remarks

Speakers

- **Carl Aaron** is a specialist in investment, trade and business environment reform with a particular emphasis on institutional strengthening. He has advised governments and corporations worldwide including many in English- and French-speaking Africa whilst working in investment banking, the World Bank and in private sector trade consulting. He is currently Director of Economic Development and Sustainability Initiatives at the East West Management Institute, and holds a Ph.D. in International Relations and Political Economy from Oxford University.
- **Prem Coomar Beeharry** is the Director of the Procurement Policy Office in Mauritius, a body set up in November 2007 under the Public Procurement Act to monitor compliance with the Act and its regulations, and to advise government on the reform of the public procurement system. In his capacity as Director of the Policy Office he also chairs the PPP Committee set up under the PPP Act. Prior to his appointment as Director of the PPO, he served as Permanent Secretary at the Ministry of Finance and Economic Development for 9 years.
- **Monique Bolmin** has 20 years of professional experience as attorney-at-law and legal consultant advising on legal and institutional aspects relating to project and structured finance transactions (PPPs, Concession, and privatization) in connection with major infrastructure projects and public utilities in emerging countries. She worked for major industrial groups where she held managerial positions, as well as for the African Development Bank as a consultant where she was in charge of private sector projects. Ms Bolmin graduated from Harvard Law School and from Sorbonne University holding two post graduate degrees in International and European Economic Law.
- **William Dachs** is Head of the PPP Unit at National Treasury, South Africa and is one of the Unit's founding members. Prior to joining Treasury in 2000, he worked as a consulting civil engineer in transport and water related projects in the Eastern Cape and Western Cape. He was appointed Head in March 2005. Between 2007 and 2009 Mr Dachs worked for the World Bank as a senior finance specialist focusing on infrastructure finance in Central and East Asia. During this time he was involved in the Bank's new municipal Financial Intermediary Loan program and PPP program advisory work. He is a civil engineer and also has a degree in law
- **Phiwayinkosi Elphas Ginindza** is the Chief Executive Officer of the Swaziland Investment Promotion Authority (SIPA). He has gained extensive management experience in various government departments (e.g. Ministry of Finance, Prime Minister's Office) and has been in the management and also cooperated with a number of national, sub-regional and international institutions. In 2004 he was seconded to the ADB and joined SIPA in June 2007. He holds a Bachelor of Arts in Social Science with majors in Economics and Statistics from the University of Swaziland as well as a Masters of Arts Degree in Economics majoring in Development Finance from the University of Manchester.
- **Divyash Keshav** is a Chartered Accountant with 13 years experience in financial management. Mr Keshav joined the Group Management Services department of Netcare in 2004. Netcare Limited is an investment holding company that operates through its subsidiaries the largest private hospital networks in South Africa (SA) and the United Kingdom (UK) and a strong proponent of Private Public Partnership (PPP) models. Mr Keshav's personal experience with PPPs includes project feasibilities, financial management and analysis, project funding and financial reporting for three hospitals and three clinics.
- **Johan Kruger** has been working in the financial sector for the last 30 years. His educational background in civil engineering enables him to understand and interpret both financial elements and technical aspects in PPP implementation. He has worked in the Development Bank of

Southern Africa and in the Infrastructure Finance Corporation (Inca) on specific risk allocation and pricing in project finance.

- **Phuti Malabie** is the Managing Director of Shanduka Energy (Pty) Ltd, a subsidiary company to Shanduka Group led by Cyril Ramaphosa. Shanduka Energy is an investment company primarily focused on electricity, oil and gas throughout the African continent. She joined Shanduka in 2004. Previously, Ms Malabie was head of the Project Finance South Africa unit at the Development Bank of Southern Africa and prior to that, Vice President at Fieldstone, an international firm specialising in the financing of infrastructure assets. Ms Malabie holds a BA in Economics from Rutgers University and an MBA from De Montfort University, UK.
- **Richard Martin** has worked in Africa for more than 30 years, and has undertaken many projects concerning infrastructure provision and the role of the private sector. He assisted in the management of the recent Infrastructure Consortium for Africa conference in Dakar on Financing water for Growth in Africa which aimed to raise private sector awareness of the potential for investment in water. He has undertaken studies for the Public Private Infrastructure Advisory Facility (PPIAF) in Ghana and Swaziland, and advised the NEPAD-Infrastructure Project Preparation Advisory Facility on project management. He is currently, together with Johan Kruger, advising the government of Swaziland on establishing and implementing a PPP Policy.
- **Richard Mbaiwa** is the Chief Executive Officer of Zimbabwe Investment Authority and Vice Chairman of the Board of Directors of COMESA RIA. He has over 22 years of service in the public, private and quasi-government sectors and has specialized in the area of trade and investment promotion. He joined the Zimbabwe Ministry of Industry and International Trade in 1986 as a trade negotiator and later joined the Confederation of Zimbabwe Industries as an Economist. In 1994 he was part of the first group of people who established Zimbabwe's first Investment Promotion Agency. Mr Mbaiwa holds a Masters of Business Administration (MBA) degree and a Bachelor of Science Honours Degree in Economics, both obtained from the University of Zimbabwe. In addition, he has a number of post graduate certificates.
- **Mohammed Omran** is the Vice Chairman of the Egyptian Exchange and Professor of Finance at the Arab Academy for Science and Technology. Professor Omran served several years as an Economist at both the Arab Monetary Fund in Abu Dhabi and the International Monetary Fund in Washington D.C. He was an advisor to the Minister of Investment and an Acting Executive Director of the Egyptian Institute of Directors. He is recently appointed as non-executive International Board Member in the Privatization Agency of Kosovo. Professor Omran specializes in financial markets, corporate governance, corporate finance and privatization concentrating on the MENA region and has published around 40 papers for international economics and finance journals.
- **Orono Otweyo** has been involved in managing privatization transactions for more than 15 years. In Uganda, he led teams on the privatization of more than 30 public enterprises and spend five years in Botswana assisting with the start of the privatization process. His expertise is in preparing public enterprises for privatization, developing the framework for outsourcing of public services and the development of a PPP framework. Currently, Mr Otweyo is Technical Advisor at the Privatization Unit and responsible for the development of the PPP framework in Uganda.
- **Mohamed Tarek** joined the PPP Central Unit at the Ministry of Finance of the Egyptian Government in 2007 in the capacity of Sector Officer / Utilities Sector. He has been engaged in two pilot PPP projects in Egypt in the education and wastewater sectors. Previously, he was part of the Holding Company for Water & Wastewater working in the Technical Office of the Chairman. Eng. Tarek has a B.Sc. of Civil Engineering and holds an M.Sc. Degree in Environmental Engineering.

