

The 12th Annual

National

Public Private Partnerships

Summit

7th & 8th June 2012 | Sydney Harbour Marriott



Register two delegates and the third comes FREE!

Image courtesy of South Australia Health Partnership new RAH

Opening Ministerial Address:



The Hon. (Brad) Bradley Ronald HAZZARD MP,
Minister for Planning and Infrastructure, and Minister
Assisting the Premier on Infrastructure NSW

International Keynote Presentation From:

Gabriele Pasquini, Presidency of the Council of Ministers, Head
of Secretariat, Public Utilities Regulation Unit, **Department for**
Economic Policy Coordination and Planning- ICEP, Italy

Featuring representation from various states:

Peter Regan, Senior Director, Privately Financed Projects,
NSW Treasury

Jason Loos, Director, Commercial Division, **Partnerships Victoria**

Michael Schur, CEO, **South Australia Health Partnership (SAHP)**

Daniel Stephens, Principal Advisor, **Queensland Treasury**

Featuring two separately bookable workshops – Wednesday 6th June 2012

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WORKSHOPS

Wednesday 6th June 2012

9:30 – 12:30

WORKSHOP A: Stakeholder management for complex PPP Projects

The process of developing infrastructure projects based on the PPP model requires ongoing communication with a variety of stakeholders including local and state government, consortium and the community. This workshop will provide basic methods of improving the methods of communication across these various groups. The workshop will take a look at the benefits of strategically including short to long term communication guidelines. Delegates will also enjoy the benefit of generating these tools with reference to a wide range of case studies:

- What are the risks of poor stakeholder management that can be avoided and how?
- Introducing metrics which can help me manage critical external relationships
- Showing leadership through stakeholder engagement

Don Sharples, Account Director, **Socom**

13:30 – 17:00

WORKSHOP B: Working towards a leaner and improved PPP procurement process

This workshop will benefit all public and private sector organisations involved, or thinking of being involved, in the procurement of an infrastructure project via a Public Private Partnership post GFC. It will assist decision makers on whether the PPP procurement process is the right process for their project(s) and it will also outline and discuss the key methods for improving the time for procurement, and also the costs of procurement (including bid and resource costs) of PPP projects.

Three consecutive interactive sessions will discuss three of the following key areas as follows:

- The PPP procurement process inefficiencies
- Challenging the Business Case
- Costs of the PPP procurement process (Bid Costs & Government costs)
- The sporadic nature of the PPP pipeline
- Limited participants in the market place
- Consistent jurisdictional approach to the National PPP Guidelines
- Governmental support for PPPs
- Governance
- Minimal bid stages
- Resources – both public and private sector (recruitment, development and retention)

The three session headings will be selected through the outcomes from the current market sounding being undertaken by Thinc in preparation for this workshop.

Marc Allen, Head of **Thinc Partnerships**, assisted by Nick Bruse, Principal, **Thinc Beyond**

The International Project Finance Association is the largest and the only international, independent, not-for-profit Association dedicated to promoting and representing the interests of private and public sector organisations in Project Finance and Public Private Partnerships throughout the World. Established in 1998 and headquartered in London, the IPFA now has branches across the globe. Our aim is to raise awareness and understanding about project finance and PPPs and their crucial role in infrastructure and economic development. The Principle objectives of the IPFA are to encourage networking and dialogue between the public and private sector, to provide up to date information on best practice, industry trends and new developments that can be immediately applied to projects. The IPFA has attracted 400 worldwide members including government and multilateral agencies and international private sector companies from a variety of fields within the project finance industry including firms with financial, legal, sponsor, engineering, architecture, consulting, construction and insurance backgrounds.

DAY ONE: Thursday 7th June 2012

8:30 Registration and welcoming coffee

8:50 Opening remarks from Chair

9:00 MINISTERIAL WELCOMING ADDRESS

A brief introductory to the current direction of PPP Infrastructure projects



The Hon. (Brad) Bradley Ronald HAZZARD MP, **Minister for Planning and Infrastructure, and Minister Assisting the Premier on Infrastructure NSW**

WHERE ARE AUSTRALIA'S PPPs HEADING?

9:10 Strategic direction for infrastructure delivery

- The role of PPP Projects in supporting the future development of infrastructure
- Which sectors have greater opportunities for PPPs?
- What are we learning from Australian and overseas case studies?

STATE GOVERNMENT PERSPECTIVES

9:50 PPPs in NSW

- What is the approach NSW is taking towards Public Private Partnerships?
- What other methods of procuring and financing projects are underway?
- Current and future projects and opportunities



Peter Regan, Senior Director, Privately Financed Projects, **NSW Treasury**

10:30 Morning tea

10:50 Victorian PPPs - Challenges, Lessons and Responses

- Victoria's approach to PPPs
- Incorporating the learnings from past transactions
- Responding to the global financial climate



Jason Loos, Director, Commercial Division, **Partnerships Victoria**

11:30 CASE STUDY: New Royal Adelaide Hospital PPP Project (New RAH) - Project overview

- PPP Model, the methods of delivery
- Key challenges and how they were overcome
- Insights and learning



Michael Schur, CEO, **South Australia Health Partnership (SAHP)**

12:10 CASE STUDY: The Gold Coast Rapid Transit PPP Project

The Gold Coast Rapid Transit PPP Project is the first project in Australia where all three levels of Government - The Queensland and Federal Governments and the Gold Coast City Council - together with the private sector have partnered to fund a major transport infrastructure PPP

- Queensland Government's approach to PPPs
- Key opportunities and challenges in delivering GCRT as a PPP
- Lessons learnt



Daniel Stephens, Principal Advisor, **Queensland Treasury**

12:50 Lunch



FINANCE AND FUNDING MODELS

14:00 Current and future financing of Australian PPP projects

- How the choice of financing impacts state government credit quality
- What are some of the global trends impacting financing of PPP projects, including Basel III and Insolvency II?
- What is the role for local governments and pension funds in financing PPPs? Why is Canada different to Australia?

Ian Greer, Managing Director, Corporate and Government Ratings, **Standard and Poor's**

14:40 PANEL DISCUSSION: How different types of PPP arrangements can have different impacts on the Government balance sheet and credit quality

Peter Regan, Senior Director, Privately Financed Projects, **NSW Treasury**

Jason Loos, Director, Commercial Division, **Partnerships Victoria**

Daniel Stephens, Principal Advisor, **Queensland Treasury**

Ian Greer, Managing Director, Corporate and Government Ratings, **Standard and Poor's**

15:10 Afternoon tea

15:30 Financing PPPs - Opportunities and Challenges

- PPP models
- Market developments
- The PPP market moving forward: Opportunities and challenges

David Larocca, Partner, Infrastructure Advisory, **Ernst & Young**

16:10 New approaches to funding infrastructure and PPPs

- Accessing Superannuation funds
- Public Sector Comparator – ex poste vs. ex ante
- Risk allocation – the challenge

Jim Longley, Executive Vice President, Government, Institutional Banking & Markets, **CBA**

16:50 Closing remarks from Chair

17:00 Networking drinks 

DAY TWO: Friday 8th June 2012

8:30 Registration and welcoming coffee

8:50 Opening remarks from Chair

INTERNATIONAL PERSPECTIVES

9:00 Infrastructure and Regulatory Policy in Italy

Italian government launched a plan for construction and development of large scale and strategic infrastructure worth more than EUR 16 billion. Part of such investments will comprise new government financing, whilst other projects will be privately financed in order to enhance those projects already defined (mainly dedicated to motorways). Many PPP projects were awarded in 2009-2010, specifically in sector such as motorways, metro and railways, seaport hubs.

- Market highlights
- PPP legislative framework and regulatory/ tariffs policies
- Regulatory options to improve private investors in PPP market: a specific focus on Italy

 Gabriele Pasquini, Presidency of the Council of Ministers, Head of Secretariat, Public Utilities Regulation Unit, **Department for Economic Policy Coordination and Planning - ICEP, Italy**

9:40 Continuous operating issues in the international PPP landscape

- What are the burning operational issues in the international PPP landscape?
- What can we learn from there in Australia?
- What approaches work best to resolve contentious operating issues?
- Are approaches from other countries and models transferable?

Melissa Kirby, Associate General Counsel, Asia Pacific, **Honeywell Automation and Control Solutions**

10:30 Morning tea

TAX AND LEGAL ISSUES

10:50 Documenting new approaches to PPPs

The National Commercial Principles are the foundation of the modern PPP contract

However, the reality is that the PPP contract must also be:

- Adaptable to changing market conditions and the requirements of increasingly complex projects
- Geared towards delivering an outcome for the project that represents value for money and is sustainable

Stuart Cosgriff, Partner, **Clayton Utz**

11:30 Current tax issues affecting the realisation of PPP Projects

- Tax office review on cross staple funding arrangements
- Management Investment Trust Regime
- State government financing of some of the debt applicable to PPP transactions

Steve Economides, Lead Partner, and Justin Davis, Partner, International Corporate Tax, **KPMG**

12:10 Lunch

INNOVATIVE PPP CASE STUDIES

13:10 Future direction of PPP Projects for Defence

- Defence approach to PPPs
- Overview of projects underway
- Challenges and opportunities

Kitty Marmanidis, Director Public Private Partnerships, Major Infrastructure Partnerships, **Department of Defence**

13:50 Using the South East Queensland Schools PPP contract as a case study

- Evolving and critical role of the facility manager through the PPP project life-cycle
- Key issues in mobilising and establishing an effective service relationship
- Effectiveness of Management and Supervision Agreements

John Hesketh, General Manager, Facility Management, **Leighton Contractors**

14:30 Lessons learned in the PPP trenches of the New Royal Children's Hospital

- Pragmatism of the WOL perspective
- Opportunity for "blue sky" visionary innovation
- PPP process as a facilitator for Change Management
- Setting benchmarks for future healthcare projects

Keith Davis, Director Health Services, **Norman Disney & Young**

15:10 Closing remarks from Chair

15:20 End of conference

DEFENCE CASE STUDY

SCHOOLS CASE STUDY

HOSPITAL CASE STUDY

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Two day Conference (7-8 June 2012)	\$2,699	\$269.90	\$2,968.90	\$200	\$2,899	\$289.90	\$3,188.90	\$100	\$2,999	\$299.90	\$3,298.90
Conference + 1 workshop (A or B)	\$3,099	\$309.90	\$3,408.90	\$200	\$3,299	\$329.90	\$3,628.90	\$100	\$3,399	\$339.90	\$3,738.90
Conference + Both Workshops	\$3,499	\$349.90	\$3,848.90	\$200	\$3,699	\$369.90	\$4,068.90	\$100	\$3,799	\$379.90	\$4,178.90
1 Workshop (A or B)	\$599	\$59.90	\$658.90	\$100	\$699	\$69.90	\$768.90	\$100	\$799	\$79.90	\$878.90
Both Workshops	\$1,099	\$109.90	\$1,208.90	\$100	\$1,199	\$119.90	\$1,318.90	\$100	\$1,299	\$129.90	\$1,428.90



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Entrance to the relevant sessions purchased, refreshments & lunch, plus all available presentations. Late papers will be made available electronically, five working days after the event. Fees do not include airfares or hotel rooms.

Dress Code

Business attire is suggested along with a sweater or jacket in case the conference room is cool.

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