



**PUBLIC PRIVATE PARTNERSHIP SEMINAR AND TRAINING**  
**Monday 22 – Friday 26 February 2010**  
**Maputo, Mozambique – Hotel VIP**



### **Rationale**

Development of infrastructure in Africa, and Mozambique in particular, has become the most pressing challenge for accelerating economic development and social progress. Continent wide, estimates range between US\$ 500 billion to as high as US\$ 1 trillion of funding required to develop the infrastructure necessary to meet the minimum requirements for Africans to enjoy even a modicum of what could be termed “normal life” in the next two decades or so. If Africa is to make a meaningful impact on its developmental backlog huge resources would be required. It is now universally accepted that, on their own, governments are unlikely to mobilize this level of resources; especially coming at a time when they have to simultaneously face the daunting task of meeting the Millennium Development Goals (“MDGs” - mostly centred on the social sectors like education and health, environmental improvement and poverty alleviation in general, for which it is difficult to attract private investment).

Given the realization of Governments’ constrained resources to provide for infrastructure development in the short, medium, and long term, focus has now moved to the involvement of the private sector in this endeavour. To strike an even balance between the challenges of high project returns demanded by the private sector and the developmental-cum-social cohesion objectives of the public sector, the world is increasingly moving to the implementation of projects through Public Private Partnership (popularly known by the acronym “PPP”) in short, development of projects through strong cooperation between the public and private sectors.

### **Objective**

The aim of this programme is to contribute to enhance the expected benefits of PPPs, such as:

- Increased government capacity to deliver services to its citizens, thus helping it fulfil its part of the socio-political contract between the electorates and its political representatives;
- Stronger general economic performance, due to better and efficient infrastructure (roads, railways, airports, harbours, water, sanitation, electricity, telecommunication, etc.);
- Enhance capacity for the country to plan, fund and execute all types of infrastructure projects;
- provide more opportunities for the construction, engineering, legal, and financial sectors (with extension of benefits to the rest of the economy);
- Increase in government revenues and concomitant improvement in government capacity to invest further in the economy;
- Improve general standards of living.

### **Structure of the programme**

The structure of the programme is three fold:

- One day seminar to discuss the importance of PPPs in Mozambique
- Three days of technical training to get a deeper understanding of PPPs, dedicated to a more restricted audience already involved in PPPs; discussions pertaining to Tete Region and its infrastructure development as a case study
- Summary of the conference and the way forward

### **Participants**

Attendance is strongly recommended to:

Government officials, Development Finance Institutions, Commercial Banks, Pension funds, Insurance, Utilities in Water, Energy, ICT and Transport, Investment Promoters, City, Municipal and Rural Councils, Legal Practitioners, Potential Investors

### **Resources persons**

A group of resources persons, internationally recognized and with both African and worldwide experience, has been selected to facilitate the program, including the leading of presentations and discussions.

Key among them are the following: **SA National Treasury, The Development Bank of Southern Africa (DBSA), South Africa, The French Development Agency Group (AFD), Fieldstone, CPI, World Bank**



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The Seminar will, inter alia, cover the following topics:

**Monday 22, February – Seminar**

**Official Opening:** By an Honourable Minister, AfD, DBSA

Sessions:

Why PPPs Are so Critical to the Mozambique Economy and how well have we achieved as a country?

- Mozambique Legislative Framework & Policy
- “PPP” the South African Experience
- The Need for Private Sector Involvement in PPPs
- Introduction to Fundamentals and objectives of PPPs

**Tuesday 23, February - Training**

Fundamentals & Objectives of PPPs

- Due Diligence
- Risk Assessment
- Project Appraisal/Feasibility Study
- Funds Mobilization
- Management of PPPs

**Wednesday 24, February – Training**

Fundamentals & Objectives of PPPs continued...

- Financial Structuring
- Case Study: Hydro Power Dam in Laos for Exportation

**Thursday 24, February - Training/ Panel discussion**

- Structuring of Loan Agreements
- Security Package
- Force Majeure
- Main clauses of BOT
- Lessons Learned from various countries

**The case of the Tete region and its infrastructure development : “Opportunities for Investment”**

Panel discussion

**Friday 25, February - Way forward and closure**

- Current PPP Projects in Mozambique  
Case Studies
- Summary of the Seminar
- Way Forward
- Conference Evaluation
- Certification by DBSA Vulindlela Academy, SA & CEEB, France



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**Registration Form**

Please return this form by fax or mail to:

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**Deadline for registration is February 12, 2010**

|  |                   |
|--|-------------------|
| Last Name : _____  | First name: _____ |
| Title : _____  |                   |
| Institution: _____   |                   |
| Type of institution: Private/public firm <input type="checkbox"/> , Gvt official <input type="checkbox"/> , donor <input type="checkbox"/> , Bank <input type="checkbox"/> , Consultant <input type="checkbox"/> , Other <input type="checkbox"/> _____<br>(please check selected box) |                   |
| Address: _____<br>_____  |                   |
| Email : _____  |                   |
| Telephone: _____   | Fax: _____        |
| I would like to attend: (please check selected box)  |                   |
| <input type="checkbox"/> Day 1 – Monday February 22 – Conference on "Why PPPs Are so Critical"   |                   |
| <input type="checkbox"/> The whole event   |                   |
| Signature : _____  |                   |
| Dietary or special needs : _____   |                   |

Note : sessions will be either in English or Portuguese with simultaneous translation. However, technical workshops will require fluent English practise.