

PPP Investment Forum Morocco

International Summit: 24 - 25 May 2016
Sofitel Jardin des Roses, Rabat, Morocco

Conference day two: Wednesday, 25 May 2016

08:00	Registration and welcome refreshments
09:00	Welcome and opening remarks from the Moderator
09:10	<p>Utilising the PPP Central Unit effectively to increase deal-flow and ensure successful PPPs</p> <ul style="list-style-type: none"> • Providing comprehensive project information to the PPP Central Unit to enable them to advise correctly on structuring PPPs • Using units standardised project documents and contracts to take projects to market more efficiently • Capitalising on PPP Central Unit expertise to build capacity in ministries, mediate with investors and monitor tendering processes <p>Yann Le Tourneur, DG PPP Unit, Treasury Department, France</p>
09:40	<p>Improving bankability of projects by selecting the appropriate project to attract greater investment inflows</p> <ul style="list-style-type: none"> • Preparing a detailed feasibility study to accurately forecast the return on investment for the private sector • Assessing the various financial models that can be employed to select the most suitable structure for each transaction • Conducting a comparison between public sector and private funding of project to understand if the PPP model provides value for money <p>Adham Azzam, Senior Investment Officer, International Finance Corporation</p>
10:10	<p>Assessing the challenges in managing risk effectively to protect the public sector whilst sharing risk with the investors</p> <ul style="list-style-type: none"> • Apportioning the risk to the party that is best able to manage this to minimise the cost of a project • Structuring transactions to account for variances in operational costs to protect investors and minimize impact on revenue streams • Examining political risk and Force Majeure to understand how they should be implemented in PPPs <p>Loay Ghazaleh, Advisor, Ministry of Works, Municipalities Affairs and Urban Planning, Bahrain</p>

10:40	<p>Wastewater and desalination in focus</p> <p>Water and wastewater projects have found it relatively more challenging in attracting private sector investment as compared to other sectors. The panel will address the challenges faced by this sector and what can be done to improve investment in wastewater and desalination projects.</p> <p>Atter Hannoura, Head, PPP Central Unit, Ministry of Finance, Egypt</p>
11:25	<p>Refreshments, networking and business card exchange</p>
11:55	<p>Examining the use of Islamic finance to fund PPP projects to attract greater investment</p> <ul style="list-style-type: none"> • Detailing the value of the Islamic investor base to understand the potential investment streams that can be attracted into PPP projects in Morocco • Understanding the structure of Islamic project finance contracts to apply them to PPP projects • Assessing the cost of utilising Islamic finance to assess the implications on ROI <p>Wail Aminou, CEO, Al Maali Consulting</p>
12:25	<p>Regional Perspective: Assessing the legal structure for facilitating PPP investment and ensuring bankability – The Jordanian Experience</p> <p>Osama Suleiman, Advisor PPP Central Unit, Ministry of Finance, Jordan</p>
12:55	<p>Social infrastructure in focus</p> <p>Under the new PPP law in Morocco the procurement of social infrastructure will become easier to structure as the requirement for payments to come directly from users has been changed. This will open up an opportunity for services such as health, education and other civil services to be funded by the private sector.</p> <p>Yann Le Tourneur, DG Unit, Treasury Department, France</p> <p>Céline Prat Marot-Deshortaux, General Delegate Assistant, Club PPP MedAfrique</p>
13:25	<p>Housing in focus</p> <p>Housing and in particular affordable housing remains a challenge for the Moroccan government. If the private sector can be mobilised to invest in this sector, it may represent the best way in which the shortage of housing stock can be reduced.</p> <p>Loay Ghazaleh, Advisor, Ministry of Works, Municipalities Affairs and Urban Planning, Bahrain</p>
13:55	<p>Closing remarks followed by networking lunch</p>
15:30	<p>End of forum</p>