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REPUBLIC OF TÜRKİYE MINISTRY OF TRADE







PROGRAMME



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MARCH 05 TUESDAY

REPUBLIC OF TÜRKİYE

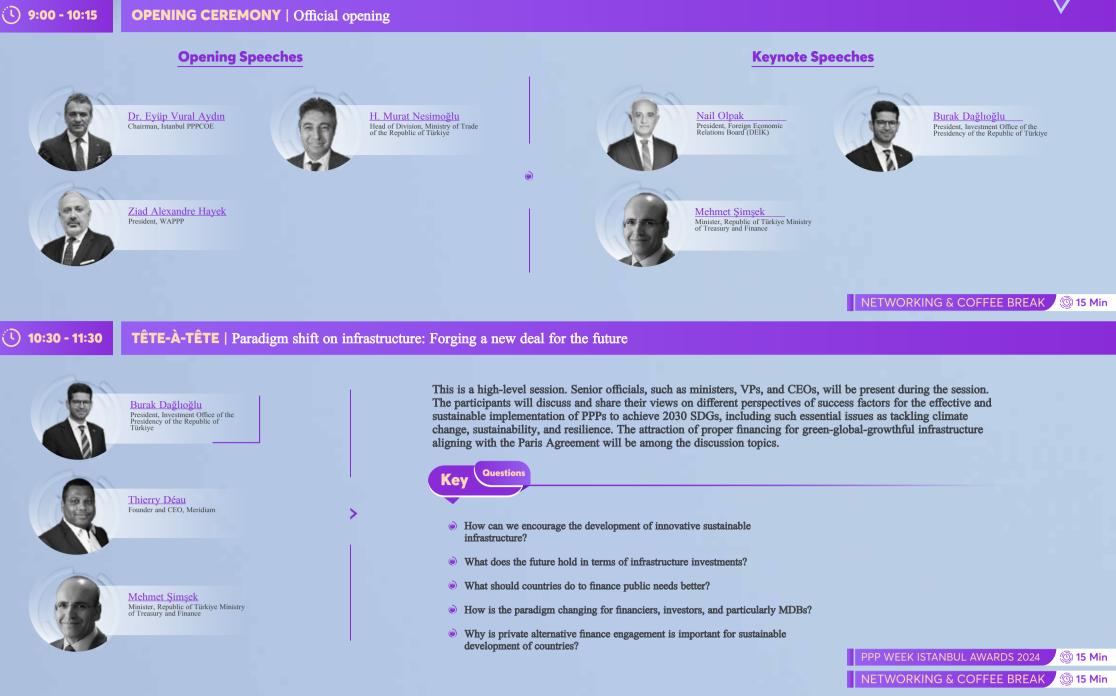
MINISTRY OF TRADE

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NİK İLİŞKİLER KURULU







(1) 12:00 - 13:00 VISIONARY SESSION | A new way for partnership: Global - Greener - Growthful partnership

Joao Reye Sabino

Senior Infrastructure Finance Specialist, Global Infrastructure Facility



Ziad Alexandre Hayek

The global community is actively encouraging governments to use PPPs in infrastructure for sustainable development and poverty alleviation, mindful of the limited resources available to governments to meet the considerable development challenges of the era. Public-Private Partnerships (PPP) have become a popular concept for green growth projects. Part of the attraction of PPP is its traditional benefits - financial value for the taxpayers from risk diversification, synergies through knowledge diffusion, and increasing accountability and transparency among stakeholders. PPPs, on the other hand, can create a shared understanding of the value of natural resources, enabling the development of more effective management practices and participation from the private sector. The session will shed light on the discussion areas of Istanbul PPP Week. The panellists will focus on their own experiences from different regions regarding the transformation of infrastructure investments nature.

Questions



🗘 16:30 - 17:30 PPP UNIT SESSION | A Roadmap for deepening a profound procurement integrity within countries

Jean-Christophe Barth-Coullaré Executive Director WAPPP Nayef AlHaddad Manager, Research, Strategic Planning Risk Management and Compliance, KAPP Ekoman Ekoman Atter Hannoura Jean-Noël Director, PPP Central Unit, Ministry of Finance of Egypt Senior Expert, CARPA Safaa Sibari Head, Department of PPP Monitoring, Ministry of Finance of Morocco

Many governments with successful PPP programs have created a dedicated unit tasked with implementing, facilitating, or advising on PPPs, such as controlling and oversight of the PPP process, developing the PPP framework, promoting PPPs within the government, advising, fand supporting agencies to implement PPPs, acting as a knowledge center, providing communication channels to investors, monitoring, and support after financial close. Generally, units were designed to assist public sector bodies in improving the delivery of PPPs. They standardized the procurement process and trained staff, particularly those in private finance units of government departments. The design of a PPP unit should reflect its functions. If a PPP unit undertakes multiple roles, it must be designed to avoid potential conflicts of interest. If a unit guides, advises, and approves PPPs, it needs to ensure internal firewalls.

- What are the typical choices in the establishment of a PPP unit? (location, functions, resources, funding, etc.)
- As unit location matters, does it sit within an existing department, or is it independent of other government agencies?
- Does the PPP unit undertake regulation, control and oversight, promotion, advice, communication channels, and/or monitoring and supporting roles?
- How can the PPP unit promote the right incentives and behavior?

Question

Key

Does the PPP unit receive a budget or charge procuring authorities for its services?















- What are the potential benefits of SS-PPP to achieve better sustainable infrastructure?
- Are certain sectors more suitable for SS-PPPs?
- Are certain structures more suitable for SS-PPPs?

(L) 11:40 - 12:30 DISCUSSION 1 | A smarter way to think about PPP in social sectors for better public services





Azer Havlioğlu Board Member, CCN Holding

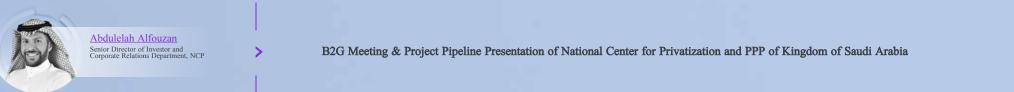
For governments pursuing public-private partnerships for large infrastructure projects, capitalizing on the risk-management capabilities of the private sector could be a more efficient and practical approach. Compared with traditional procurement solutions, these arrangements show a significantly increased level of private-sector participation, aiming to boost the project's efficiency and effectiveness through its entire life cycle, from development to the end of the operating phase. The social sector in many developing countries is not keeping pace with what is needed to promote growth. As this sector is underdeveloped and government resources are dwindling, new ideas and strategies, such as partnerships, are urgently needed. The social sector in developing economies may work better by establishing partnerships between private and public actors. Public-private partnerships, which are an integral part of the new paradigm of good governance, are rooted in the concept of new public management. The advantages of the private sector, such as innovation, access to finance, knowledge of technologies, managerial efficiency, and entrepreneurial spirit, are combined with social responsibility, environmental awareness, and local understanding of the public sector in a PPP framework. Public and private sectors can come together to build up people-oriented movements, and through that process, social sector development can be attained.



- Why are PPPs increasingly crucial for social services?
- What are the best examples of PPP social services globally?
- Especially in the healthcare sector, what are the best cases in which financial associations were involved?
- Are multinational banks engaged in social sector PPP projects?
- What is the best way to achieve integrated PPP projects in the social sector investments?
- Can PPPs be used to develop different social services, such as affordable housing, healthcare services, education, etc?
- Why do PPPs have the potential to deliver social sector projects efficiently and effectively?

(1) 13:30 - 14:10

SAUDI ARABIA SESSION | VISION 2030



NETWORKING & COFFEE BREAK () () 15 Min

LUNCH

() 60 Min

ે) 14:25 - 15:10

DISCUSSION 2 | Strengthening PPPs and innovative financing in Africa.

Hugues de La Forge Muneer Ferozie Regional Head, Transacti PPPs, Africa Region, IFC Esther Lodugnon Principal PPP Transaction Specialist, AfDB Atef Majdoub Chairman, Public Private Partnership Authority, Presidency of Government

Public-private partnerships (PPPs) are crucial for closing the financing gap in infrastructure development in Africa. Governments and the private sector should work together to create effective and feasible PPPs. Financing Africa's infrastructure is still a big challenge faced by many countries on the continent. The African Development Bank estimates that between \$130 and \$170 billion is needed for infrastructure development annually, leaving a substantial financing gap of \$68 to \$108 billion. The PPP experience varies across countries due to GDP differences, capital market size, and depth. The demand for critical infrastructure continues to shape the continent's upward trajectory toward economic prosperity. However, to avert a heavy debt burden and to be able to achieve sustainable development goals (SDGs), many African countries have turned to alternative means of funding. PPPs have come at the right time and contributed to several projects' start and completion.



- How could the current business environment be improved to promote more PPPs domestically and accross Africa?
- How can we attract private-sector investment to PPPs, promote collaboration among stakeholders, identify necessary legal reforms, build PPP competencies, and establish knowledge platforms for sustainable support?
- Which sector is the best for private finance engagement in public services in Africa?
- What is Africa's current situation regarding sustainable and green infrastructure?
- What is the role of international financiers and multilateral banks in terms of PPP project development in different countries on the continent?

In this lecture, we will analyze the note that shows that many governments have not been able to harness the full potential of digitalization. Governments could play an essential role in facilitating digital adoption by intervening both on the supply (investing in infrastructure) and the demand side (increasing internet affordability). The lecture will focus on dividends from digital adoption for revenue collection, spending efficiency, and outcomes in education, health, and social safety networks. Professor Marian Mozsoro will take us to this journey who is holding senior economist position at IMF for many years.

NETWORKING & COFFEE BREAK () 15 Min

^(L) 15:25 - 16:25 **LECTURE 3** | Transforming public finance through GovTech



Marian W. Moszoro

Kev

- What is the correlation between digitalization and infrastructure efficiency?
- How does digitalization change the nature of public services?
- Does digital adoption for revenue collection increase efficient spending and provide positive outcomes in education, health, and social safety nets?
- What is the government's opinion on digitalization and good governance? What is the best way to develop national digital strategies combined with legal and institutional reforms to ensure that governments can reap the full benefits of digitalization and manage the risks appropriately?

NETWORKING & COFFEE BREAK O 15 Min

(L) 16:40 - 17:30

DISCUSSION 3 | Ensuring more solid, reliable and well-structured PPP in the MENA Countries



PPP is not a new concept in MENA countries, which have successfully implemented PPP projects mainly in the water, power, and transport sectors, with the first PPP project in the power sector. However, outside the power and water sectors, public-private partnership (PPP) projects have had only limited success in the Middle East and North Africa (Mena) region, particularly in the wealthy MENA states, where abundant oil export revenues underpin capital spending by the government without the need for financing support from the private sector. The MENA countries seek to expand the scope of PPP to other infrastructure and social sectors. The development pipeline of social infrastructure projects PPPs continues to accelerate and broaden across the MENA. PPP has gone from an alternative method of government procurement to the mainstream direct state-funded model financed by oil and gas revenues in the past to the mainstream model of choice in terms of cost efficiency (NPV benefit) and economic diversification. Saudi Arabia, Kuwait, United Arab Emirates, Oman, and the rest are expected to release the tenders for PPP projects in 2024.



- What can MENA countries do to ensure a solid legal and regulatory framework to achieve successful PPP, reducing transaction costs, ensuring proper controls, and resolving contract disputes?
- Which countries in the MENA have adequate PPP law, and that PPP law can support effective project development and implementation across sectors?
- How are governments of MENA committing to developing projects on PPP?
- How do strong economic policies allow the private sector to operate with confidence?
- What are the most needed tools for successful PPP in MENA countries?
- What are the recent developments in terms of green infrastructure in the region?

NETWORKING & COFFEE BREAK 9 15 Min

DISCUSSION 4 | Scaling up multilateral financing tools: impact investing for people and planet 🗘 17:45 - 18:30



There are few global challenges as urgent as climate change. Its effects are felt worldwide, but the need for action is nowhere more pronounced than in Emerging Markets and Developing Economies (EMDEs). EMDEs face significant funding gaps when transitioning to a net-zero economy. Public resources for climate investments are limited, with governments constrained by high public debt amid increased borrowing costs from elevated interest rates. The unattractive risk-return profiles of many transition projects constrain private capital. Blended finance can be crucial in synergizing public and private capital for climate change mitigation and adaptation. Innovative financing instruments, such as emerging market green bond funds, can attract the necessary private institutional investors. Outcome-based debt instruments, such as sustainability-linked bonds, can also benefit emerging market issuers---if the key contractual aspects are set appropriately. Multilateral development banks and development finance institutions are crucial to help set up climate projects in low-income countries. They can also help design and implement innovative financial instruments to leverage private investment and provide risk absorption capacity. A larger share of equity finance of these institutions, combined with greater risk appetite and addition

Co-chair of PPP Week, Senior Advisor, ISRC

<u> Drçun Makal</u> EY Central, Eastern and Southeastern Europe & Central Asia Region (CESA) Capital and Debt Advisory Leader resources, would help achieve these objectives.



- What are the various opportunities to scale up private climate finance beyond generally improving the investment environment in emerging markets and developing economies?
- What are the right climate policies (incentives) to reduce CO2 emissions (carbon pricing, better policies incentivizing private investment, or others)?
- What is the impact of investment and its importance for climate change actions?
- How do we cope with the shortage of investable green projects, transforming infrastructure to green infrastructure, and other challenges to scale up private climate finance in a decisive and timely manner?
- How does an infrastructure investment in different sectors accelerate impact on people and the planet?
- How do we measure the climate impact of ESG investments in emerging markets?
- What are the innovative financing instruments?

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MARCH 07 THURSDAY

(¹) 09:00 - 10:00

DISCUSSION 5 | The race against time: Quality infrastructure standards for sustainable development and climate finance



Infrastructure is essential to human development. It provides access to drinking water, electricity, public health, communications, etc. However, a large proportion of the human population has no access to these essential services, and for those who do, they are often produced unsustainably. To provide affordable, reliable, modern, and sustainable infrastructure services to all, we need to profoundly change how we provide these services worldwide. The Sustainable Development Goals (SDGs) call for different forms of partnerships, including PPPs, as a tool to close the infrastructure gap. Trillions of US dollars are needed across a broad spectrum of infrastructure, and Governments by themselves do not have the resources to deliver these projects. This is especially true of the low and middle-income countries. These challenges and limitations of PPPs are important to bear in mind when analyzing the potential of PPPs to promote sustainable development. PPPs need to be "fit for purpose" for us to realize their social value beyond their economic value. There are many ways to label infrastructure projects as the Sustainable Development Goals (SDGs) and the Public-Private Partnership (PPP) for the SDGs criteria. Today, it has become essential to have quality infrastructure standards for sustainable development to reach proper and timely international finance for infrastructure projects in developing countries. The window is closing rapidly, and the competition between countries is becoming more demanding.



- How may we transform our infrastructure according to "qualified global standards" in **EMDE** countries?
- What are the different types of labelling for quality infrastructure standards? How do international organizations (and which organizations) support this kind of initiative?
- What is the investor's best approach to quality infrastructure standards, and what are their expectations from the infrastructure investment outcomes?
- Are multinational banks involved in these processes?

NETWORKING & COFFEE BREAK () 15 Min

DAY 3

(🗘 10:15 - 11:00 **LECTURE 3** | Maximize and accelerate economic growth through transformative PPP's

Ebrunur Yıldız Kapucu Director of Project Finance, Limak Investment

Ali Kamil Özmen Head of Public Private Partnership Department, Investment Office of the Presidency of the Republic of Türkiye



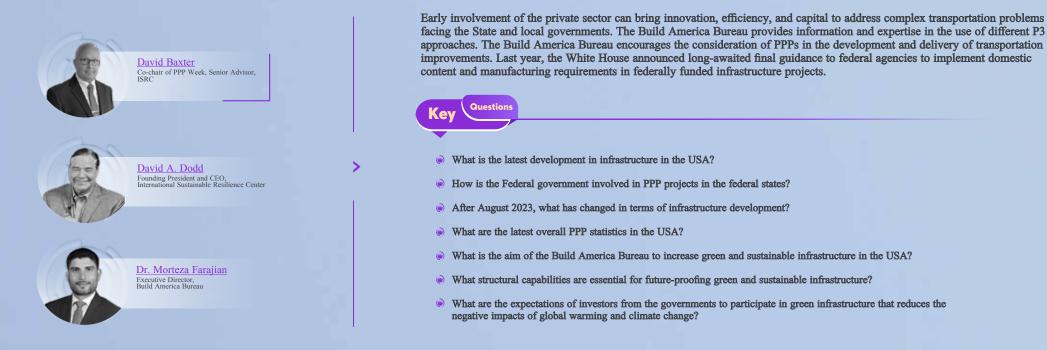
Several recent global events have introduced a progressive paradigm shift where PPPs are more often seen as a tool for development rather than just a traditional procurement tool. If PPPs are to be more than a procurement tool, they need to be tied to a specific paradigm that introduces new best practices. A new generation of People-first Public-Private Partnerships (PfPPPs) attempts to initiate fundamental best practices that will become the cornerstone of PPPs as catalysts of development PPPs should, in turn, be designed to achieve five specific outcomes, which include increasing access to essential services, decreasing social inequality and injustice, delivering resilient and sustainable infrastructure, being economically practical by bringing transformational economic impact, being replicable and scalable to allow the development of further projects, bringing all stakeholders together in partnership and consulting those affected.



- How can PfPPP achieve better Value for Money?
- What is the relationship between infrastructure and economic growth?
- What is transformational infrastructure?
- How do PPP projects affect economic growth?
- Is it possible to measure the economic growth of transformational infrastructure? (establishing a correlation between infrastructure and growth)

(1) 11:15 - 12:00

DISCUSSION 6 | PPPs and infrastructure development in the USA



facing the State and local governments. The Build America Bureau provides information and expertise in the use of different P3 approaches. The Build America Bureau encourages the consideration of PPPs in the development and delivery of transportation improvements. Last year, the White House announced long-awaited final guidance to federal agencies to implement domestic content and manufacturing requirements in federally funded infrastructure projects.

- How is the Federal government involved in PPP projects in the federal states?
- After August 2023, what has changed in terms of infrastructure development?
- What is the aim of the Build America Bureau to increase green and sustainable infrastructure in the USA?
- What structural capabilities are essential for future-proofing green and sustainable infrastructure?
- What are the expectations of investors from the governments to participate in green infrastructure that reduces the

NETWORKING & COFFEE BREAK

(1) 12:15 - 13:00

COP28 SESSION | Beyond COP28: Takeaway for private sector engagement to address climate change and promote green growth



Climate change is one of humanity's most critical challenges, with far-reaching consequences threatening the well-being of people and the planet. Accelerating the low-carbon transition remains at the heart of COP28. More than 115 countries have pledged to triple their renewable energy capacity by 2030. After COP28, many experts are increasingly engaging the private sector to mobilize green investment, promote green private sector development, and harness skills and knowledge for addressing climate change in developing countries. Efforts include developing clean infrastructure, reducing energy and water use, improving the climate resilience of cities and communities, and supporting natural capital and ecosystems. Challenges for private sector engagement in the environment include more evidence on environmental outcomes, moving beyond demonstration projects to scale up successful approaches, and strengthening links with partner country priorities. The emerging good practice spans ways to communicate the business benefits of addressing environmental issues (e.g., cost savings, reduced risks), understand and address the barriers to private sector engagement on environmental issues, promote sound business models, and adopt a holistic approach that includes support for the enabling policy environment for investment and business.



- What does COP28 bring to the global community in terms of fighting against climate change?
- What brings COP28 to the engagement of private finance and green investment to address climate change in developing countries?
- What is the most essential tenet of COP28 for countries to cope with climate change and promote green growth?



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Hosted By Dr. Eyüp Vural Aydın Chairman, İstanbul PPPCoE



Hosted By Jean-Christophe Barth-Coullaré Executive Director WAPPP



- What are the benefits of gender friendly projects that will be developed to act together, especially in the field of education, in terms of gender equality?
- What are the challenges and barriers against women and girls when trying to access basic services such as education and healthcare or opportunities to improve their livelihoods? (or maybe what are the impediments to women's greater involvement and what mitigations should be adopted to bridge challenges?)

NETWORKING & COFFEE BREAK



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