

# Summary impressions

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# Global trends, or fluctuations

- Increased nos. of PPP projects
- Many more players, more competition
- Average size of project smaller
- Strong geographical concentration

# 1. Labels & models

- Names & definitions affect how we view the issues
- Easier to say what we exclude: traditional multinationals.
- Great diversity of actors in each category: beware generalisation Included:
- RMEs, SPWPs, INPs, informal operators: matrix needed
- All New Potential Partners
- New Geography; New Business Models; New Teenagers on the Block

# Traditional operators:RIP?

- Actually, several very active
- All subject to corporate changes affecting strategy
- Still part of the solution: involved in many RMEs & partnerships
- More selective in market choice, lower risk contracts
- i.e. similarity with RMEs

# What is new ?

- How different are RMEs (risk attitudes & risk management, scale, political connections, cultural proximity, access to local finance, etc)
- Potential concerns: inexperience, transparency, collusion, prevalence of BOTs (limited spillover)...
- Enabling (or Disabling) Environment the same for RMEs as for old (Argentina);
- small operators also need good policy/legal climate (Uganda). But care needed in choice of partner

# Finance: a problem for some

- Not a concern for the RMEs? (tap local sources)
- International liquidity & the Financial Tsunami (private equity & infrastructure funds); oil into water
- Emergence of pension funds as the natural water financiers
- Some progress with bonds
- Well-run water concerns can attract this finance, but....
- IFI water lending is hard work (forex risk, due diligence)
- The Holy Grail of water financing: long term, local currency finance for sub-sovereign entities on affordable terms
- Have we found it? Many RMEs have. But not SPWPs, INPs, many poorer countries. Also, sanitation, wastewater treatment & rural neglected
- Promoting access to finance for SPWPs through donor instruments, e.g. microfinance

# Poverty & marginality

- Can the NPPs tackle this (e.g. MDGs)? How can they be involved?
- Private cos view poor as potential customers; successful programmes to connect poor
- Connection fee a greater obstacle than tariffs. Solutions. OBA part of solution but no panacea
- Strategy towards SPWPs: temporary or long term partners?
- What is their role in sanitation (which business models?)