

## EXPERTS' WORKSHOP

on invitation only

# FROM GOOD IDEAS TO BANKABLE PROJECTS: TURNING INFRASTRUCTURE PROPOSALS INTO REALITY

7-8 FEBRUARY 2013

PARIS, FRANCE

International Chamber of Commerce, Paris Head Quarter

112 AVENUE KLEBER, 75016 PARIS

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### CONTACT INFORMATION

ADB:

Trevor Lewis, Infrastructure Specialist (Public Private Partnerships), Regional and Sustainable Development Department, ADB

Christophe Dossarps, Infrastructure Working Group Coordinator, ADB

[cdossarps@infrastructure-system.info](mailto:cdossarps@infrastructure-system.info)

OECD: Federico Bonaglia, Head of Policy Dialogue Division, OECD development Centre

[Federico.Bonaglia@oecd.org](mailto:Federico.Bonaglia@oecd.org)

ICC: Carlos Busquets, Deputy Director, ICC Department of Policy and Business Practices

[Carlos.busquets@iccwbo.org](mailto:Carlos.busquets@iccwbo.org)

## Experts' Workshop

# From good ideas to bankable projects: Turning environmental infrastructure proposals into reality

### Background and rationale

Outdated or non-existent infrastructure remains a major hindrance to economic and social development in developing and emerging economies alike.

Creating the needed environmental infrastructure and ensuring efficient provision of resilient public services is key to sustainable and broad-based growth.

### ***Constraints to infrastructure investment***

Experts see market failures affecting infrastructure investment in a number of areas, particularly in developing countries, but critical are shortfalls in:

- Public sector capacity for quality project development;
- Availability of long-term funding for infrastructure constrained due to perception of political risks and lack of enabling frameworks in capital markets;
- Global contraction of credit markets and commercial banks quitting the project finance business;
- Availability and capacity to access risk-management instruments (e.g. credit guarantees);
- Lack of credit ratings for developing market subsovereign project owners (e.g. municipal governments);
- Effective dissemination of relevant knowledge among project sponsors, financiers and regulators; and
- Effective dialogue and coordination on policy issues at sub-national, national and international levels particularly between public and private sectors.

These shortfalls are particularly critical for environmental infrastructure.

ADB has fostered the development of the National Infrastructure Information Systems (NIIS) platform<sup>1</sup> to provide an IT infrastructure to help address these constraints, supporting web-based project documentation during development, structuring and appraisal tools, reference and information resources, and a secure collaboration workspace for project team members including procuring agencies, project advisors and technical assistance providers, sponsors / developers, engineers, financiers, oversight agencies, etc.

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<sup>1</sup> [www.infrastructure-system.info](http://www.infrastructure-system.info)

## ***International initiatives***

The infrastructure agenda has received increasing high-level attention, notably since the adoption of the G20 Multi-year Action Plan on Development and the appointment of a high-level panel on infrastructure. In Cannes, G20 Leaders supported the implementation of a jointly-agreed MDB Action Plan “aimed at (i) unlocking the infrastructure project pipeline, notably to allow for increased private sector participation and financing, and (ii) improving infrastructure spending efficiency” (MDB Infrastructure Action Plan: 2012 Follow-up Report). The 2012 Los Cabos Summit reaffirmed support to the infrastructure agenda and further emphasized the importance of addressing the need of sustainable infrastructure – notably mass transport systems – and their “greening”. The global business community has also responded to this call by engaging with G20 leaders across various areas including via the B20 Summit process of which the International Chamber of Commerce (ICC) has been a critical convener.

The G20 has identified this constraint as one requiring urgent attention. In this respect, the Infrastructure Action Plan submitted by the MDBs Working Group<sup>2</sup> to the G20 in 2011 supported the establishment of infrastructure platforms, such as the AfDB Sokoni marketplace in Africa, to empower project sponsors and development officials to advertise projects and enable donor governments and potential financiers to easily identify projects of interest. The Action Plan also acknowledged NIIS (see above), the web-based platform developed by the ADB for sharing information on infrastructure projects, which is currently being piloted in India, Pakistan, Kazakhstan, Philippines and Viet Nam. These platforms could help address the information constraints.

At the international level, several international organisations, MDBs and other stakeholders, including the ICC, commenced knowledge-sharing activities in this area; at the national level, dialogue platforms also exist, e.g. in Australia (e.g. Infrastructure Partnerships Australia) and Korea (e.g. PIMAC<sup>3</sup>), which could be tapped as sources of best practice. As part of the MDB Partnership for Climate Change Action in Cities, NIIS was cited as a mechanism to address the issue of project development and documentation

## **Structure of the experts’ meeting**

Building on this momentum, the OECD Development Centre, the International Chamber of Commerce and the Asian Development Bank are inviting you to a workshop to gather selected experts from key institutions to identify good practices in enhancing the soundness and bankability of infrastructure projects and how this could be better supported by NIIS. Experts from government, the private sector and development finance institutions will discuss the main obstacles and bottlenecks they face in the project cycle for sustainable infrastructure – from preparation, to financing and implementation – and how an IT backbone could better assist dialogue, enable project sponsors to access resources, and disseminate available tools to tackle those problems.

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<sup>2</sup> The MDB working group comprises the African Development Bank, Asian Development Bank, European Investment Bank, Inter-American Development Bank, Islamic Development Bank, and World Bank Group (WBG).

<sup>3</sup> Public and Private Infrastructure Investment Management Center, under the Korea Development Institute

## DAY 1 – 7<sup>TH</sup> FEBRUARY 2013

8:30– 9:30 *Registration and coffee*

9:30 – 11:00

### SESSION 1. IDENTIFYING OBSTACLES IN THE INFRASTRUCTURE PROJECT LIFE CYCLE

Participants will identify the main obstacles within the infrastructure project life cycle – preparation, implementation, and financing of sustainable infrastructure projects.

Chair: **Nicole Arditti-Laulanie**, Executive Director, Lazard Frères

Overview (15 min): **Raffaele della Croce**, Lead Manager, Long Term Investment Project, Organisation of Economic Co-operation and Development (OECD)

**Trevor Lewis**, Infrastructure Specialist, Public-Private Partnerships, Asian Development Bank (ADB)

**Philip Kucharski**, Executive Director, Business Development & Global Networks, International Chamber of Commerce (ICC)

11:00-11:30

*Coffee break*

11:30-13:00

### SESSION 2. LESSONS LEARNED IN ADDRESSING THOSE OBSTACLES

This session will look at the lessons learned and roles of different stakeholders – DFI, MDB, donors, public sector, and private sector (advisors, sponsors, developers, EPC contractors, suppliers, debt financiers, equity investors) – in addressing the obstacles identified in the previous session.

Chair: **Julia Prescott**, Partner, Chief Global Strategy, Meridiam

Overview (15 min): **Dominique Héron**, Director of Partnerships, Veolia Environment

**Jean-Luc Allard**, Vice President, SNC Lavalin

**Hasan Mahmud**, Senior Investment Officer, PPP Division, Islamic Development Bank

13:00-14:30

**Lunch**

14:30–17:00

### SESSION 3: FROM BANKABLE PROJECT PREPARATION TO INFRASTRUCTURE FINANCING

This session will focus on the specific information requirements to promote bankable infrastructure projects and examine the experience with information tools that address those requirements and allows the private sector to access a pipeline of bankable

projects.

Chair: **Trevor Lewis**, Infrastructure Specialist (Public-Private Partnership), ADB

Overview (15 min): **Serdar Kabukçuoğlu**, Director, Business Development, Kalkinma (Development Bank of Turkey)

**Anthony Skyes**, Sumitomo Mitsui Banking Corporation, Deputy General Manager

**Jean-Marc Aboussouan**, Infrastructure Division Chief, Non-Sovereign Lending, Interamerican Development Bank

17:00-17:30

Wrap up of day one

**Philip Kucharski**, Executive Director, Business Development & Global Networks, ICC  
**Raffaele della Croce**, Lead Manager, Long Term Investment Project, Organisation of Economic Co-operation and Development (OECD)

17:30

**End of Day 1**

## DAY 2 – 8<sup>TH</sup> FEBRUARY 2013

09:30 – 11:00

### LONG-TERM INVESTORS' PERSPECTIVE AND WAY FORWARD

Roundtable discussion over the previous sessions for the synergies and implications of the different participants from the “wish list” to the financing through well-prepared projects.

Chair: **Pierre Fortier**, Vice President Investments, Emerging Countries, Caisse de Dépôt et de Placement du Québec

**Nicole Arditti-Laulanie**, Executive Director, Lazard Frères

**Christophe Dossarps**, Coordinator, Infrastructure Working Group (IWG), Asian Development Bank

11:00 – 11:30

**Networking Coffee**

**End of Day 2**

### Registration

Please contact Ms. Anna Bälz: [anna.balz@iccwbo.org](mailto:anna.balz@iccwbo.org)

