



3RD Public Private Partnership (PPP) Global Conference

26th – 30th October, 2015

Best Western Plus Atlantic Hotel,
Takoradi, Ghana.

Organised by



MINISTRY OF FINANCE

WELCOME MESSAGE

Dear Delegate,

Welcome to the 3rd PPP Global Conference. For your own comfort and that of your colleagues, please take note of the following information.

BADGES

Please wear your badge at all times in order to ensure easy identification in the case of urgent messages and as a courtesy to other delegates. Your badge is also required to gain entry to the Conference and all networking functions.

MOBILE PHONES

We ask that you keep your mobile switched off during the sessions so as not to distract the speaker or disturb fellow delegates. The organizers at the registration desk will be happy to take any urgent messages for you. If you need to, please take phone calls outside the conference room.

FIRE EVACUATION PROCEDURES

Once in the conference room, please familiarize yourself with the emergency exits. These will be pointed out for you at the start of the day. Please note that security staff are on duty around the clock to guide you in case of emergency.

CONFERENCE EVALUATION

We would be very grateful if you could take the time to complete the evaluation form as this helps us to ensure that our events are of a consistently high quality. This will be handed out on Thursday, and will be collected at the Dinner

*We trust that you will find the next few days enjoyable and informative
Kind regards*



INTRODUCTION

The third in the series of our flagship Global Public Private Partnership (PPP) conference comes off between October 26 and 30 2015 at the plush Best Western Plus Atlantic Hotel in Takoradi.

This conference is another partnership between C-ENERGY and the Ministry of Finance of the Government of Ghana aimed at building on the knowledge base, relationships and opportunities in the marketplace to position PPPs as a key development tool in the sub-region.

The theme for this conference is **“Harnessing Local Opportunities, International expertise and Resources to accelerate Ghana’s PPP Agenda”**.

Our PPP Global Conference is one of the largest gatherings of private individuals, institutions, governments and development partners in Ghana. The conference attracts senior management and technocrats from firms across various sectors - construction, engineering, architecture, legal, financial and management consulting, as well as public sector players and development institutions. The Conferences are designed to provide comprehensive knowledge and skills development across the PPP value chain. Our approach always combines the best methodologies and practices with high end customization.

Our international presenters include practitioners, policy makers and experts in the field. Delegates have the opportunity to engage with practitioners, learn from insightful case study researches, and contribute to shaping the Public-Private Partnership implementation road map in sub-Saharan Africa.

Delegates are encouraged to join us as we develop competencies on structuring and implementing Public-Private Partnership opportunities and participate in robust training sessions and networking events.

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CONFERENCE OBJECTIVES

The conference seeks to connect the interest of public and private sectors in Sub Saharan Africa and the world at large, by primarily steering the framework for implementation and attracting investors for PPP Projects. This conference is built around three pillars – opportunities, knowledge sharing and resource mobilization.

- We will seek to identify and transform local opportunities into bankable PPP Projects to promote economic growth and financial stability in the sub region;
- Secondly, we expect to harness these opportunities and translate them into bankable projects utilizing and tapping the expertise of professionals across the globe to attract both local and international capital to encourage investors to look at the sub-region as an attractive destination for PPP financing.





STRATEGIC THEMES

Theme I: PPP Landscape – Prospects and Opportunities using Ghana as a Case Study

- Strategic identification of PPP opportunities
- Presentation and assessment of pipeline projects
- PPP project lifecycle
- Structuring and appraising bankable PPP Projects
- Procurement and legal framework of PPP Projects

Theme II: PPP models and financing structures

- PPP Delivery models
- Funding options and sources

Theme III: International best practice and global success stories

- Best practice global PPP projects
- Lessons learned in delivering PPP projects
- How to identify and engage international expertise
- Global cross-cutting PPP challenges and remedies

WHO SHOULD ATTEND

- Local Government Institutions
- Legal Practitioners
- Parliamentarians
- Government Advisors
- Procurement Executives
- Civic Organizations and Public Services interest groups
- Investment Bankers and Financiers
- Private Sector Consultants
- Private Equity and Debt investors
- Public Sector
- Engineers
- Financial Institutions
- Multilateral & Donor Agencies
- Utility Companies
- Ports & Harbors





WHY ATTEND

- Hear about new policies and the future prospects for PPP's in Ghana and the sub-region
- Learn how leading institutions are promoting PPP's and creating the enabling environment for PPP financing.
- Gain insights on pipeline projects and access to tenders from leading and emerging PPPs of various Government agencies
- Listen to case-studies and global success stories on PPPs
- Share experiences from international best practices to identify local opportunities and address the challenges to implementing projects in Ghana
- Understand how to develop a well-structured bankable PPP Project.
- Discover innovative infrastructure funds and available financing instruments that are shaping infrastructure investments in the world.
- Network with new and credible project partners and reinforce existing business relationships



Conference Structure

The conference will be dominated by interactive sessions that allow participants to try their hands on the thematic areas to be covered by our team of experts and professionals on the subject.

The first part is a session with Key Note addresses from C-nergy Global Holdings, Ministry of Finance, The Minister of Private Sector Development and Industry experts to set the tone for the conference. They would cover the state of the economy and the journey so far with regards to Public Private Partnerships in Ghana and also highlight key Pipeline PPP Projects in the sub-region.

The second part of the conference will be lecture and training sessions on the key phases of Public Private Partnerships, Financing Structures and Legal and Procurement Processes. These sessions will be led by both international and local facilitators.

The third part of this conference will be interactive break-up sessions and relevant sector case studies. Delegates will break up into smaller groups to practice lessons learnt during the presentations and conduct in-depth sector reviews and case studies. The aim is to equip delegates with practical PPP identification, nurturing, structuring and financing knowledge.

Our networking sessions will begin with the cocktail and welcoming ceremony and end a dinner which will be hosted at the Best Western Plus Atlantic Hotel on Thursday, 29TH October 2015 at 19H00 for conference delegates. Delegates will also have the opportunity to visit key tourism locations and conduct study tours around Takoradi.

PROGRAMME OUTLINE 26TH TO 30TH OCTOBER

MONDAY, 26TH OCTOBER 2015

Registration and Welcome

15H00 - 17H00:	Conference Registration / Sponsors Stalls Spotlights
18H30 - 20H30:	Opening Night Welcome Reception

TUESDAY, 27TH OCTOBER 2015

Opening Plenary

09H00 - 09H15:	Welcome Address
09H15 - 09H30:	The PPP Landscape in Ghana
09H30 - 09H45:	Policies and the future prospects for PPP's
09H45 - 10H00:	Presentation of Pipeline PPP Opportunities
10H00 - 10H05:	Musical Interlude/Cultural Display
10H00 - 10H15:	Key Note Address, Regional Minister
10H15 - 10H30:	Vote of Thanks
10H30 - 11H00:	Coffee / Tea Break

PART I: DEVELOPING, DESIGNING & DELIVERING PPP PROJECTS ("The 3D's")

11H00 - 12H30:	Project Identification, Structuring & Feasibility Studies of Bankable PPP Projects <ul style="list-style-type: none"> • Ascertaining viable local opportunities as PPP Projects • PPP Project flow & Lifecycle
12H30 - 13H30:	Lunch

PART II: INTERACTIVE BREAK-UP SESSIONS

14H00 - 15H30:	FOCUS - "The 3D's"
15H30 - 16H00:	Coffee / Tea Break

PART III: PLENARY SESSION

16H00 - 17H00:	Presentations, Discussions and Q & A
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WEDNESDAY, 28TH OCTOBER 2015

08H30 - 9H00:	Recap of Salient Points Drawn from Day 1 Presentations & Discussions
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PART I: FINANCING PPP PROJECTS – ALTERNATIVE FINANCING STRUCTURES

09H00 – 10H30:	Mobilization of Resources and Financing for PPP Projects
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- Sources of Financing – Local vs International
- Financing Instruments – Debt vs Equity
- Concession arrangements – BOT, BOOT, BOO, LDBMT...etc.

10H30 - 11H00:	Coffee / Tea Break
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PART II: PROCUREMENT & LEGAL TOOLKIT FOR BANKABLE PPPs

11H00 - 12H30:	Procurement, Policy & Legal Framework
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- Bidding – Steps, Evaluation and Selection
- PPP contract and Financial close
- Contract Management
- Dispute Resolution

12H30 - 13H30:	Lunch
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PART III: INTERACTIVE BREAK-UP SESSIONS

14H00 – 16H00:	FOCUS: Procurement & Legal Toolkit for Bankable PPPs
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THURSDAY, 29TH OCTOBER 2015

08H30 - 9H00:	Recap of Salient Points Drawn from Day 2 Presentations & Discussions
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PART I: PRESENTATION ON CASE STUDIES

09H00 - 10H30:	Presentations from delegates of various Case Study groups
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10H30 - 11H00:	Coffee / Tea Break
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PART II: CASE-STUDIES AND GLOBAL SUCCESS STORIES

11H00 - 11H45:	International Best Practices and Success Stories
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11H45 - 12H30:	Ghanaian Case Study: How we did it - MTBS (Construction of the Tema Port)
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12H30 - 13H30:	Lunch
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PART III: OPEN FORUM

14H00 – 15H30:	Open Forum (Questions, Suggestions & Discussions)
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Networking Dinner

18H30 - 19H00:	Cocktail
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19H00 – 19H30:	Key Note Addresses
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19H30 – 20H30:	Dinner
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20H30 – 21H30:	Presentation of Prizes and Certificates
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21H30 onwards:	Networking & Dance
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FRIDAY, 30TH OCTOBER 2015

09H00 – 12H30:	Site Visits & Study Tours
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12H30 – 13H30	Lunch
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Departure	
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SPEAKERS PROFILE



VISH ASHIAGBOR

Vish is the Country Senior Partner at PwC Ghana. Vish has over 17 years of professional experience, eleven of which have been spent with PricewaterhouseCoopers. During these eleven years, Vish has led or managed a number of high profile or complex assignments for public sector and private sector clients.

Vish has worked on a number of assignments, including due diligence work, business and corporate planning, internal audits, treasury management, financial analysis, investment appraisal and business valuations. He has performed due diligence review and business valuation assignments for clients like Barclays Bank, Emerging Capital Partners, and CDC Capital Partners and has been involved in valuations for Ghana Oil Palm Development Company (GOPDC), Ghana Telecommunication Company and Nestle Ghana Limited. He is a Fellow of the Institute of Chartered Accountants in England and Wales (ICAEW) and holds a Masters in Engineering from the University of London Imperial College of Science, Technology and Medicine.



JOEL AFLAH BARNOR

Joel Barnor is a Senior Associate in the Infrastructure and Public Private Partnership (PPP) Advisory Practice at Genesis Analytics, based in South Africa and working across Sub-Saharan Africa. His expertise lies in Project Finance, PPP policy development, and assessment of project funding options, as well as appraisal of infrastructure projects to attract private sector investment. He also has experience in infrastructure fund design and private sector development. Recent projects include formulating the PPP policy for Seychelles in 2015.

The policy covers the rationale for PPPs in Seychelles, key principles for implementing PPPs, and important PPP focus areas. It also includes the institutional structure and appraisal guidelines required to effectively implement the PPP policy, which is currently in the final stages of approval. He is also leading the financial and economic analysis of a major transboundary Hydro-Power Project in East Africa. Joel is leading the development of the financial and economic models and assessing financing options to attract the private sector.

Another ongoing project is the design of a climate resilient Infrastructure Fund targeting the rural communities in the Buzi area, that cuts across Zimbabwe and Mozambique. The project is also engaging with private sector investors to gauge their interest in partnering with the local governments and development agencies in capitalising the fund. Joel completed his Masters degree in the Political Economy of development at the University of London's School of Oriental and African Studies (SOAS); He also holds a Master of Commerce degree in Financial Markets (cum laude) from Rhodes University where he was top of his class. Joel, has worked on projects in South Africa, Ghana, Zimbabwe, Tanzania and Malawi. He has recently been nominated for the Rising Stars Award in South Africa.



DAVID OFOSU-DORTE

David is an accomplished lawyer with over 25 years experience in the public and private sector. He is a Fellow of the Chartered Institute of Logistics and Transport, UK, an Associate of the Chartered Institute of Arbitrators and holds a Masters Degree in Public Administration. He has extensive Africa experience in transportation, PPPs, infrastructure development, procurement, legislative reform, corporate and finance, and oil and gas. He is rated #1 by Chambers & Partners Global for overseas experts in Ghana who say that clients appreciate his "terrifically focused, hands-on approach and brilliant business sense".

He is also recognized as one of the world's leading lawyers in procurement by Who's Who Legal. He is one of the leading experts in Ghana on public procurement, PPPs, project matters, construction and Transport [IFLR1000]. Notably, David was the lead international procurement and concessions lawyer on the team that formulated the Public Procurement and Concessions Act for Liberia in 2005 and is currently leading a team of consultants to develop regulations and a step by step Manual for the implementation of the Liberia Act. He advised the Government of Ghana on the PPP and procurement process for the selection of a concessionaire for Ghana's Railways Corporation. He worked as the lead legal specialist on Ghana's \$547m Millennium Challenge Account. David worked with Winston & Strawn LLP on the World Bank sponsored Legal & Claims Specialist Project for the Government of Ghana which involved the review of the procurement procedures of over 400 road executed by the Government of Ghana.

David also led the development of National PPP Guidelines for Ghana and was engaged by the World Bank to prepare the PPP chapter of Ghana's Local Government Finance Law. He advised the Ministry of Finance on the procurement and PPP regime for the development of the Accra – Kumasi Highway project. He has also provided legal/transaction advice to the private sector in the design of procurement/PPP structure for the extraction of underground water resources and the development of a multi-purpose convention centre through a Design Build Operate and Transfer arrangement for the metropolitan city of Tema. He has currently been engaged by the Department of Urban Roads to draft the law for the establishment of the department's proposed Centre for Urban Transportation in Ghana. He leads the AB & David team on the development of Ghana's first law on PPPs.



NANA AMOTO MENSAH

Nana is a Director at C-ENERGY Ghana Limited. Prior to joining C-ENERGY, he was the Head of the Corporate Finance unit of Ecobank Development Corporation. Nana's solid experience in both corporate finance and funds management has spanned over fifteen years. He has significant experience in pension and investment consulting, asset management, research, business development and training, structuring and obtaining financing for acquisitions, management buy-outs, expansion financing and recapitalization.

He was very instrumental in building the funds management business of EDC as well the corporate finance unit of the EDC Group. Nana's investment banking experience has seen him handle transactions collectively in excess of US\$6 billion. Prior to joining EDC, Nana was an Assistant Vice President at Boulders Advisors Limited. He was also an SEC licensed Investment Representative of the firm. Nana has been involved in, and handled many key transactions across several sectors including aviation, telecoms, commodities, oil and gas, power, finance etc. Nana holds an MPhil (Economics) and a Bachelor of Arts Degree (Economics), both from the University of Ghana. He is a member of the International Association of Certified Valuators and Analysts (IACVA Africa).



SPEAKERS PROFILE



MRS MAGDALENE APENTENG

Mrs Magdalene Apenteng is currently Chief Economic Officer and Director of the Public Investment Division, of the Ministry of Finance and Economic Planning. As Director for the Public Investment division, she is responsible for ensuring the provision of strategic guidance to national investment and project development to provide efficiency in public investment decisions.

Mrs Apenteng holds a Master's degree (MSc.) in Financial Management from the School of Oriental and African Studies, University of London and a Master's degree (MA) in Economic Policy Management from the University of Ghana, Department of Economics. She obtained her first degree - BA (Hons.) Economics with French from the University of Science & Technology, Department of Social Sciences, Kumasi, Ghana (1980 – 1985) and holds a language diploma - Diplômé d'études Françaises from the University of Benin, Lome, Togo.

Professionally she has specialised in aid and debt management techniques that enhance aid effectiveness. Mrs Apenteng has extensive experience and has consulted for several organisations and countries in effective aid and debt management training and techniques including the Commonwealth Secretariat - UK, West African Institute for Economic and Financial Management (WAIFEM), Debt Relief International-UK, World bank, Crown Agents –UK and Macroeconomic and Financial Management Institute in East and Southern Africa (MEFMI). She has also provided support and advisory services to countries including Cameroun, Nigeria, Ethiopia, Suriname, Guyana, Zambia, Uganda, the Gambia and Sierra Leone.



ENG. STANLEY K. KAMAU

Eng. Stanley K Kamau is currently the Director/Head of Public Private Partnership (PPP) Unit, National Treasury - Kenya, having been appointed to this position in February, 2010. In his current position, he has helped the Government of Kenya (GOK) create and implement a robust legal and regulatory framework for private sector participation in the funding, development, operation and maintenance of public infrastructure and services. This PPP framework will enable the government and its agents to implement an effective PPP process, and through this innovative mechanism, accelerate investment in public infrastructure (such as roads, railway, airports, seaports, power generation, health services, prisons, tourism, Information Communication Technology, education facilities, etc.) relying primarily on private sector funds. Private sector participation is considered critical in meeting the funding gap for infrastructure as well as increasing the efficiency and effectiveness of public services as envisioned in Kenya Vision 2030. In his previous appointments in Government, Eng. Kamau has contributed immensely in the development of a number of policies, laws and activities/programs which have had a significant impact in Kenya.

Eng. Kamau has a Bachelor of Science Degree in Civil Engineering from the University of Nairobi and is a registered engineer with Engineers Registration Board of Kenya. In the last 30 years, Eng. Kamau has attended several finance and management courses in Kenya, Europe, Asia, Africa and America. He is currently pursuing a Masters Degree in Sociology at the University of Nairobi and expects to graduate by the end of this year, 2015.





ABOUT THE VENUE

Best Western Plus Atlantic Hotel is a modern 100 bedroom hotel that is located in the prestigious Beach Road area of Takoradi. This newly opened property is perfect for the business and leisure-traveler alike.

This property, originally built in 1964 and named Atlantic Hotel, was the flagship hotel of the Western Region. In 2007, it was purchased by Royal Airport Hotels Group after it had been abandoned for over 20 years. Recently renovated and expanded to an international caliber hotel, the once famous Atlantic Hotel is now bigger and better and it is the first and only Internationally branded hotel in the Western Region.



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REGISTRATION FORM

(You may also register online at www.pppglobalconferences.com)
PLEASE EMAIL REGISTRATION TO: info@pppglobalconferences.com

First name: Family name: Title:
Institution:
Address: City:
State/Province: Postal code: Country:
Email:

CONFERENCE REGISTRATION FEE STRUCTURE

	Early Bird	Standard
	Registration on or before 30th September, 2015	Registration after 30th September, 2015
Conference Registration Fee	USD 1,750.00	USD 2,000.00

INCLUDED IN THE CONFERENCE REGISTRATION FEE:

- Evening cocktail
- Admittance to sponsor exhibitions
- Conference programme
- All refreshment breaks
- Lunch
- Conference presentation materials
- Certificate of training and attendance
- Networking Dinner

Please bring along a business card for submission at the welcome desk
Total Fee Due: USD (refer to fee structure)

PAYMENT MAY ONLY BE MADE BY ELECTRONIC BANK TRANSFER:

SOUTH AFRICA

Account Name: C-ENERGY GLOBAL HOLDINGS (PTY) LTD
Account Number: 200621777
Name of Bank: Standard Bank of South
Branch Name: Africa Rosebank
Swift Code: SBZAJJ

GHANA

Account Name: C-ENERGY GHANA LIMITED
Ghana Cedi Account Number: 1050030232316
Ghana US Dollar Account Number: 1951030232311
Name of Bank: Fidelity Bank
Branch Name: Accra

PAYMENT

Only make payment once invoice has been sent you.
Please use invoice number and company name as your payment reference when making the electronic payment.

Signature: Day / Month / Year

DATA PROTECTION

The information you provide on this registration form will be used to contact you for the purposes of your attendance at the including inclusion on the attendee list. By submitting this form you agree to your data being used for this purpose.

From time to time, the C-ENERGY GLOBAL CONFERENCES may wish to contact you by post or email about future conferences and events. If you do not wish to be contacted, please tick here

From time to time, associated third parties may wish to contact you by post or email about future conferences and events. If you do not wish to be contacted, please tick here

CONFERENCE CHECKLIST

1. Business Card
2. Confirmation of Registration Notice (this is issued upon receipt of payment)

The Best Western Plus Atlantic Hotel provides airport shuttle services. Should you wish to be picked up from the airport please advise the hotel with your travel itinerary.

TERMS AND CONDITIONS

Please read the following terms and conditions carefully PRIOR to completing the payment section:

1. Payments and Invoices

All payments MUST be received prior to the conference. Delegates arriving at the conference, who have not paid, will be asked to pay on arrival. No invoices will be issued after date of concluding conference.

2. Registration Deadlines

The final deadline for pre-conference registrations is 25th October, 2015. Any registrations received after this date will not be processed prior to the conference, however, delegates may still register on-site.

3. Cancellations and Amendments

Cancellations must be made in writing and received by the Conference Secretariat no later than 20th October, 2015. Only cancellations received by this date will qualify for a refund minus 30% administrative charge. No refunds will be given to cancellations received after that date although a substitute delegate may be registered at no additional charge provided that written notification is sent to the Conference Secretariat by 25th October, 2015. All refunds will be made after the conference.