

PPP Market Overview & Financial Optimization

A Workshop on Investment Opportunities for Korean Developers

December 07 - 2018 @ 9:00 AM
Sheraton Seoul Palace Gangnam Hotel
ROYAL BALLROOM (1F)

Keynote Speakers



Anand Rohatgi
Chief Operating Officer
Synergy Consulting



David Kim
Business Partner
Synergy Consulting



Shashank Rath
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1 SYNERGY CONSULTING: BRIEF OVERVIEW

- Synergy Consulting is a leading global financial advisory firm specializing in Project and Infrastructure Finance and PPP / Procurement Transaction Advisory
- Synergy has a global presence with offices in USA, India, UAE, South Korea, Saudi Arabia, Japan and Philippines
- Synergy has significant experience advising public and private sector clients on PPP transactions across Middle East and Africa; dedicated team of over 60 project finance and PPP experts catering to clients across Middle East and Africa
- Synergy has comprehensive experience in providing end to end procurement, development and financial advisory services to government entities, private developers, equity investors and lenders for Infrastructure Projects

REACH

Experience across **50+** Countries
 Covering **5** Continents
 More than **100** Clients

EXPERIENCE

Financial Closure for deals worth **USD 22 BN**
 Financial advisor on **126** deals globally in 2017

BANKING RELATIONSHIPS

50+ Commercial Banks
12+ DFIs
10+ ECAs



Winner: Adviser of the Year 2017 Award



**Middle East PPP Renewable Deal of the Year (DEWA Solar)
 Rank #1 -EMEA Region in Advisory Mandates
 Rank # 2 Globally in Advisory Mandates**



**Winner: Financial Advisor of the year 2017 Award for MENA region
 African Water Deal Of the Year (Kigali Water)**

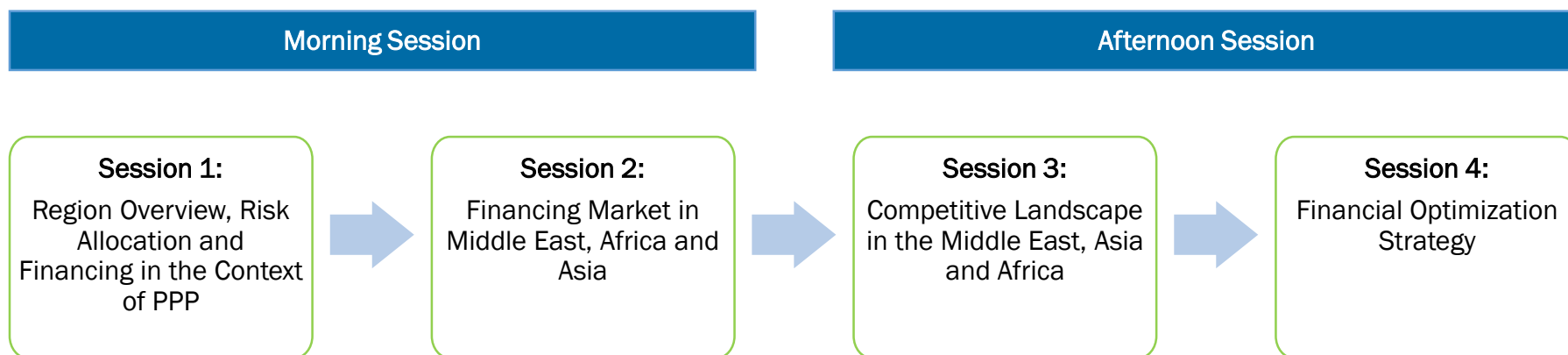


Winner: Project Finance Advisor of the Year 2016 Award

2 WORKSHOP OVERVIEW

- Synergy Consulting is conducting a workshop for Korean developers that will provide an overview of the Middle East, Africa and Asia market for PPP-based infrastructure projects (majorly power, water, WTE, civil infrastructure and healthcare)
- The workshop is structured as four 90 minutes sessions to be covered in a single day
- Both country specific items as well as general PPP structure items shall be covered
- The areas that shall be covered are:
 - PPP framework in various countries
 - Overview of risk allocation
 - Contractual structure

- Below is a session wise break-down of the agenda:



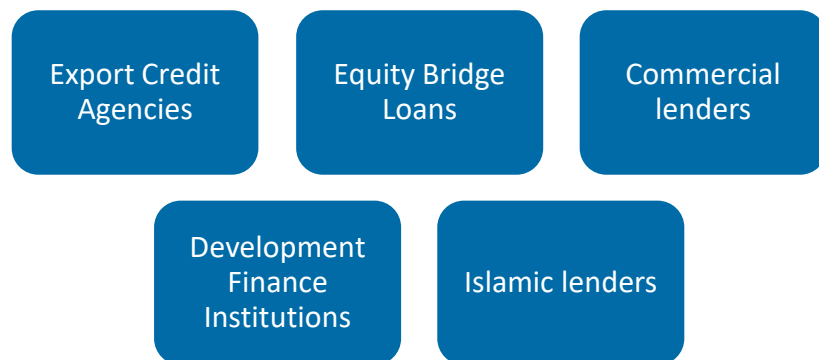
2.1 REGION OVERVIEW, RISK ALLOCATION AND FINANCING IN THE CONTEXT OF PPP

Region Overview

For individual countries in the Middle East, Africa and Asia, we will discuss:

- Off taker information
- Tendering authority
- Off-taker’s Shareholding in projects
- Localization requirements
- Major upcoming projects
- Recent projects undertaken in these regions

Key considerations for different financial buckets



Region Specific Risk Allocation

Identification of Risk

Different types of risks faced by projects are identified in the conceptualization stage

Specific types of risks faced in individual countries to be discussed



Allocation of Risk

Identified risk are allocated to party best equipped to manage the risk.

Region specific differences in risk allocation to be discussed



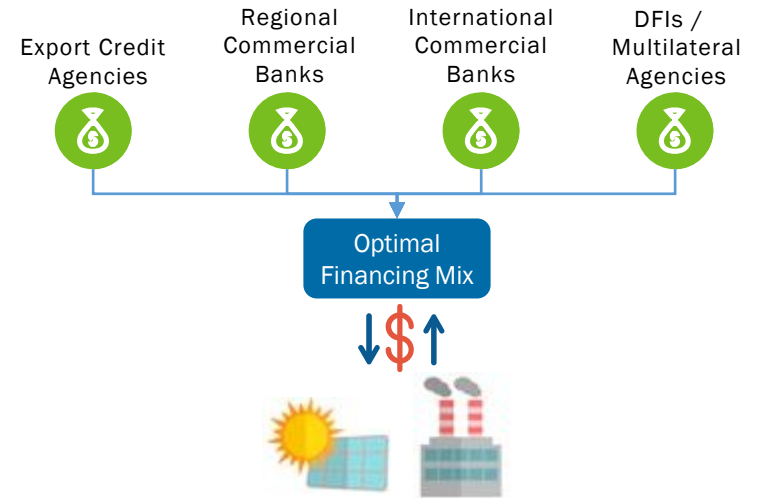
Mitigation of Risk

Risk is mitigated by putting an effective contractual security structure in place.

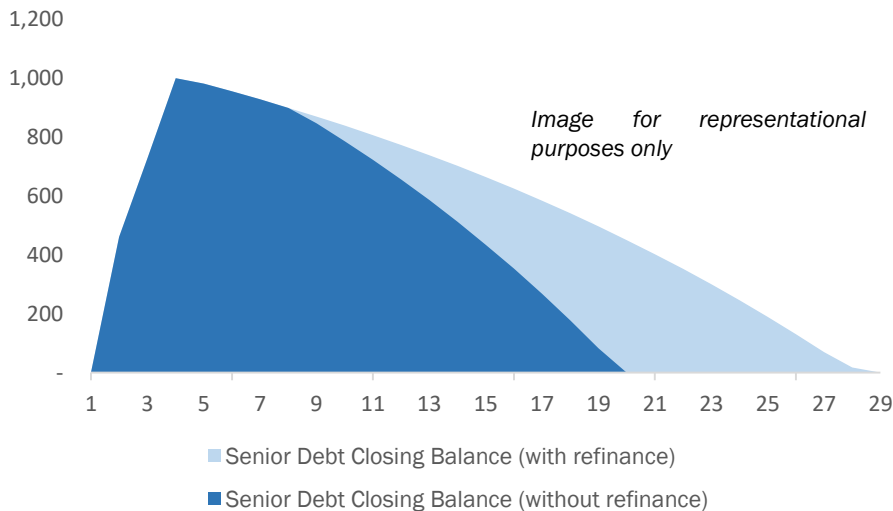
Different methods of mitigating similar risks utilized by countries to be discussed

2.2 FINANCING MARKETS IN MIDDLE EAST, AFRICA AND ASIA

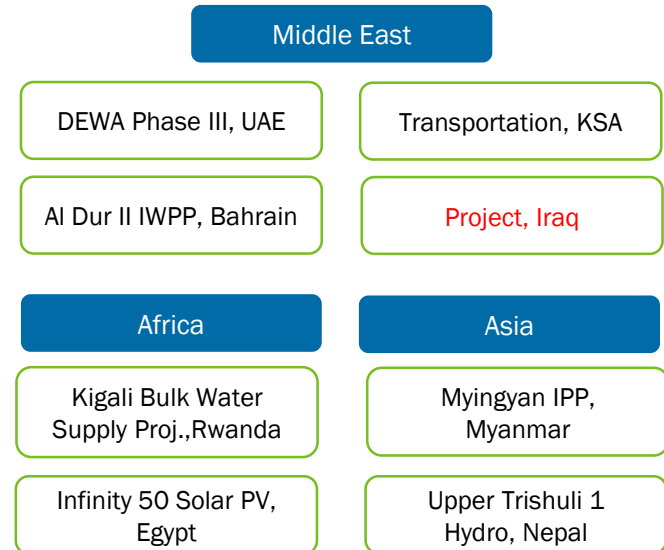
- Key financing buckets (such as commercial lenders, DFIs, ECAs, etc.) for the 3 regions
- Key considerations for each financing bucket such as lending requirements, structuring, competitiveness, restrictions, etc. in these regions
- Region wise discussion on the prevalent and optimal mix of financing structures available such as long term loan, mini-perm, balloon payments, cash-sweep mechanism, etc.
- Commitment requirements placed by the tendering authorities



Mini Perm Financing Structure



Case Studies on Recent Landmark Deals



2.3 COMPETITIVE LANDSCAPE

Competitive landscape in the Middle East, Africa and Asia:

For each individual sub-region in the Middle East, Asia, and Africa, we will discuss

- The key developers active in the region
- Case studies showcasing winning strategies for projects in these regions

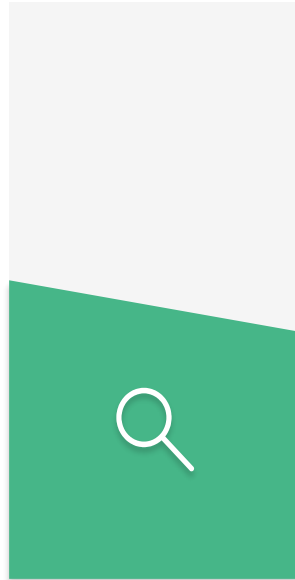
2.4 FINANCIAL OPTIMIZATION STRATEGY



TECHNICAL

Suggestions relate to the technical features of the plant.

Objective of these optimizations is to achieve better performance and efficiency of the plant.



PROCUREMENT

Involves the cost of various equipment / services to be procured.

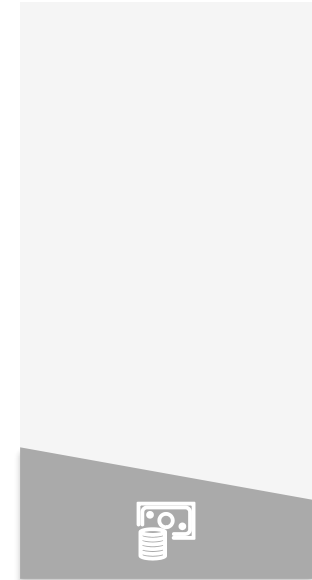
Optimizations assist in reducing the tariff by:

- Decreasing the capital cost
- Decreasing the operating costs



FINANCING

Financing constitutes a major portion of project cash outflow and optimizing financing plan is expected to impact the tariff significantly.



EQUITY LINKED

These relate to optimizing the tariff by structuring the equity investment in a way which best balances the risk-return tradeoff for the equity investors

KEYNOTE SPEAKERS



Anand Rohatgi
Chief Operating Officer

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Academic Profile

- MBA (Finance), Indian Institute of Technology (IIT), India
- B. E (Electrical Engineering), RKNEC, Nagpur, India



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Anand has an experience of over 15 years in Project Financing, Project Development, M&A and Project Restructuring. He has successfully worked on 37 projects totaling to USD 27 Billion. Anand has successfully achieved FC of projects worth USD 7 BN, many of them being competitively tendered bids. He has considerable experience across MENA region with financially closed / bid advisory IPP/IWPP/IWP projects in all GCC countries.

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Academic Profile

- MBA in Finance & Strategy, IIM Calcutta, India
- B.Tech. in Electronics, IIT BHU, Varanasi, India



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Shashank Rath
Partner

Shashank has over 12 years' experience across a range of sectors and geographies and leads Synergy efforts on transportation projects. He has been leading and managing various financial advisory assignments including bid advisory, M&A transactions, debt raising, capital structuring, financial modeling and valuation etc.



David Kim
Business Partner

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Academic Profile

- B.Sc. (Electrical Engineering), Seoul National University
- M.Div., University of Toronto



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Kim leads the South Korea practice of Synergy out of Seoul. He has worked over 35 years as a financial adviser in infrastructure projects in power and water sectors spanning across Asia, Middle East, Europe and Africa. In the past he headed Taekwang Power Holding as the president & CEO. He has led ECA (JBIC) financing for Al Hidd IWPP, Bahrain; Shweihat 3, Abu Dhabi; KPONE IPP, Ghana; Confidential IWPP, Kuwait; and Ras Al Zour IPP, KSA.

THANK YOU!

VENUE

Sheraton Seoul Palace Gangnam Hotel
Seoul, South Korea
Royal Ballroom (1F)

TIME

9:00am-4:00pm | Dec 7th, 2018



FOR FURTHER
INFORMATION,
PLEASE
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