

The 5th Annual National Public Private Partnerships

Evolution of a
national PPP market

8-9 June 2005 • Hilton on the Park, Melbourne

Key Government addresses from



The Hon John Brumby MP,
**Treasurer and Minister for State and Regional
Development, Victoria**



The Hon Dr Sharman Stone MP,
**Parliamentary Secretary to the Minister for
Finance and Administration**



**Featuring special guest
international speaker** 
Duncan Pescod JP, Head, Efficiency Unit,
Government of Hong Kong

**Featuring TWO separately bookable post
conference workshops on 10 June 2005**

Workshop A: PPP - Managing the Challenges
Workshop B: A Facilities Manager's Guide to PPPs

Endorsed by:

**The Department of Treasury
and Finance, Victoria**



INCLUDING KEY CONTRIBUTIONS FROM



John Fitzgerald, Director, Commercial Division,
Department of Treasury and Finance, Victoria



Lisa Rauter, Director Private Financing,
Commonwealth Department of Finance and
Administration



Liam Forde, Chief Executive Officer,
Baulderstone Hornibrook



Tony Shepherd, Chairman and Acting CEO,
ConnectEast



Shaun Drabsch, Executive Director,
Infrastructure and Project Delivery Division,
Department of State Development, Queensland



Robert Mianich, Director Asset Financing,
Department of Treasury & Finance, Western Australia



Dr Robert Care, Chief Executive and Chairman,
Arup Australia

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DayOne

Wednesday 8 June 2005

08.30 *Registration and morning coffee*

08.50 *Opening remarks from the Chair*

Michael Tuckfield, Partner, **Clayton Utz**



11.20 **Review of PPP projects in Western Australia**

■ Current policies and projects in the pipeline
Robert Mianich, Director Asset Financing,
**Department of Treasury & Finance,
Western Australia**



11.40 **Review of PPP projects in New South Wales**

An invitation has been extended to:
Danny Graham, Director, Private Projects Branch,
New South Wales Department of Treasury

12.00 **Panel discussion on national PPP project reviews**

■ National PPP pipeline – Where are the opportunities?
■ Lessons learnt from projects around the nation
■ Ensuring National Deal Flow
■ How do the states compare?

Lisa Rauter, Director Private Financing,
Commonwealth Department of Finance and Administration

Glenn Maguire, Assistant Director –
Commercial Division,
Victorian Department of Treasury and Finance

Shaun Drabsch, Executive Director,
Infrastructure and Project Delivery Division,
Department of State Development Queensland

Robert Mianich, Director Asset Financing,
**Department of Treasury & Finance,
Western Australia**

An invitation has been extended to:
Danny Graham, Director, Private Projects Branch,
New South Wales Department of Treasury

12.50 *Luncheon*

14.00 **Risk allocation for insolvency**

■ Where should the risk lie?
■ How can the risk be managed?
■ Have we learnt from the past and have recent events taught us anything more?

Michael Riches, Partner, **Clayton Utz**



09.00 **KEYNOTE ADDRESS:**
The National PPP Forum – What does it mean for the national PPP market?

■ What is the National PPP Forum? An overview of its progress and future target areas
■ Reducing bid costs: Creating a standard for PPP bid terms
■ Ensuring appropriate skills exist in the public sector

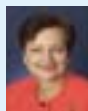
The Hon John Brumby MP, **Treasurer and Minister for State and Regional Development, Victoria**



09.30 **KEYNOTE ADDRESS:**
Federal involvement in the creation of a national pipeline of opportunity

■ Ensuring a strong National Deal Flow
■ Nationalisation issues: Contract standardisation, national market development and a supply of federally sponsored projects
■ Commonwealth PPP policy development

The Hon Dr Sharman Stone MP,
Parliamentary Secretary to the Minister for Finance and Administration



OVERVIEW OF THE NATIONAL PPP MARKET

10.00 **Review of federal PPP projects**

■ Defence project
■ Customs project
■ Policy developments

Lisa Rauter, Director Private Financing,
Department of Finance and Administration



10.20 **Review of PPP projects in Victoria**

Glenn Maguire,
Assistant Director – Commercial Division,
Department of Treasury and Finance, Victoria



10.40 *Morning tea*

11.00 **Review of PPP projects in Queensland**

■ Update on projects advancing under the Queensland Government's Value for Money Framework
■ Lessons learned from Southbank TAFE
■ Outcomes from a recent review of the Value for Money Framework
■ The South East Queensland Infrastructure Plan and what it means for PPPs

Shaun Drabsch, Executive Director,
Infrastructure and Project Delivery Division,
Department of State Development Queensland



14.40 **International case study: PPPs in the delivery of public services in Hong Kong**

■ An overview of the role of public private partnerships (PPPs) in the delivery of public services in Hong Kong
■ An introduction to the Efficiency Unit and its efforts to drive PPPs in Government
■ A description of recent developments using case studies from recent PPP projects in different areas of Government
■ An analysis of the challenges and key factors for success
■ Potential PPP projects that are likely to be developed in Hong Kong over the next few years

Duncan Pescod JP, Head, Efficiency Unit,
The Government of the Hong Kong Special Administrative Region



15.40 *Afternoon tea*

16.00 Industrial relations changes and PPPs - A union perspective

- Federal decision to tie infrastructure funding to union compliance with the federal industrial relations code
- The role of unions in the PPP sphere

John Maitland, National Secretary,
Construction, Forestry, Mining and Energy Union (CFMEU)



16.40 *Closing remarks from the Chair and end of day one*

Day **TWO** Thursday 9 June 2005

08.30 *Morning coffee*

08.50 *Opening remarks from the Chair*

Peter Byrne, Director, **Currie & Brown**

09.00 Collaboration between the public and private sectors - A Government perspective

- Engaging Government, the community and business in infrastructure development
- Steps industry must take to help achieve positive collaboration

John Fitzgerald, Director, Commercial Division,
Department of Treasury and Finance, Victoria



09.40 Innovation and PPPs - An oxymoron or a sure-fire way to a creative and successful outcome?

PPPs have promised much. But have they delivered the creative outcomes expected? Does it really produce innovation? The United Kingdom led the charge into PPPs 15 years ago and the results since then have been enlightening. By looking at the highs and lows of the UK experience, this session aims to identify the true value of this process and see if the future of Australia's PPPs can be predicted.

Dr Robert Care, Chief Executive and Chairman,
Arup Australia



10.20 *Morning tea*

10.40 A look at financing options for PPPs

- Cost of capital, contractual disputes and other financial woes for PPPs
- Recent trends in infrastructure finance models

Jim Longley, Head of Government Finance,
Commonwealth Bank of Australia



11.20 Superannuation fund investment in infrastructure

- Superannuation investment in infrastructure - Historical overview

- Portfolio Allocation - where does Infrastructure fit (this will include liability matching issues)
- Australian PPP's versus International Practice
- PPP Supply Issues (this will include are there enough/ where to if not next etc)
- Selling the farm - the perfect solution! (this will touch on the privatisation debate and impacts on political behaviour)

Brett Lazarides, Head of Infrastructure,
Perpetual Investments



12.00 Panel discussion - Where are the opportunities and where is the finance?

- Threat of international projects attracting funds away from local projects
- The need for a national pipeline of opportunity
- Initiatives to ensure projects are directed to the private sector

Liam Forde, Chief Executive Officer,
Boulderstone Hornibrook



Stephen Vineburg, Head of Infrastructure Investment,
Colonial First State



Dr Michael Regan, Senior Lecturer,
The Australian Centre for Public Infrastructure,
Melbourne University Private



Peter Staveley, National Manager,
Infrastructure and Investment,
Tourism and Transport Forum (TTF) Australia



13.10 *Luncheon*

14.20 Local case study: The Mitcham-Frankston Freeway project

- Lessons learned from this major infrastructure project
- Has the financier led model been effective?

Tony Shepherd, Chairman and Acting CEO,
ConnectEast



15.00 Case study: Social housing - Bonnyrigg Living Communities Project

- Challenges specific to public housing development
- Progress of the Bonnyrigg project

Paul Gilbertson, Executive Director, Strategic Projects,
New South Wales Department of Housing

15.40 The potential for PPPs to play a role in sustainability via water infrastructure

- The history of private finance in water infrastructure
- The importance of improvements in water infrastructure to promote sustainability

Michael Salkeld, Executive Project Manager, **SA Water**

16.20 *Closing remarks from the Chair and afternoon tea*



Register Online:

www.informa.com.au/PPP2005

Post conference workshops

Separately bookable • Friday 10 June 2005

WORKSHOP A

Registration commences at 08.30

Workshop commences at 09.00

Workshop concludes at 12.30

PPP – Managing the Challenges

PPPs are proving to be an innovative way to provide infrastructure and deliver infrastructure related services. However, they also present a number of challenges for the public and private sector which will be explored in this workshop, including:

- The bid process
- How can the public sector obtain the best possible bids and how should private sector participants bid for PPPs?
- When might the reimbursement of bid costs be considered appropriate? What should government receive in return?
- Closing strategies that overcome 'deal creep'
- Other delivery models: How to effectively call for bids on alternative delivery models and how to bid for them
- Contract administration: Balancing collaboration with avoiding risk retransfer
- Documentation: The effective use of technical and standard suites of documents
- Risk allocation: How to efficiently allocate risk between the public and private sector

Chair: Marko Misko, Partner, **Clayton Utz**

Marko Misko is a partner in the Clayton Utz Major Projects group. He has advised on a number of Australia's largest PPP infrastructure projects including the Mitcham to Frankston Freeway, Melbourne City Link, Partnerships Victoria Correctional Facilities Projects, Adelaide to Darwin Railway, Central Highlands Water Project, Newcastle Mater Hospital Redevelopment, Latrobe Regional Hospital and the Department of Defence Headquarters Australian Theatre Project.



Presenter: Dan Fitts, Partner, **Clayton Utz**

Dan Fitts is a partner of the Clayton Utz Major Projects group specialising in project and infrastructure finance. He has played a leading role in the negotiation and documentation of major privately financed projects in Australia and internationally, including advising on the financing aspects of toll road, power and other infrastructure projects. Dan has advised on many PPP projects including Melbourne City Link Project, Basslink, Mitcham Frankston Freeway and Partnerships Victoria Correctional Facilities Projects



Presenter: Steven Murray, Senior Associate, **Clayton Utz**

Steven Murray is a senior associate in the Major Projects group and has experience working with a number of government and private sector clients. Recent PPP projects on which Steven has been involved include Mitcham-Frankston Freeway Project, City Link Project, Swinburne University Redevelopment and some of New South Wales' Transport Projects.



WORKSHOP B

Registration commences at 12.30

Workshop commences at 13.00

Workshop concludes at 16.30

A Facilities Manager's Guide to PPPs

The increasing number of PPP's relating to the provision of buildings creates a great opportunity for the Facilities Management industry to participate as an advisor, service provider and even equity partner. However, there appears to be reluctance amongst all but a select few FM organisations to dip their toe into PPP's. This interactive workshop will attempt to breakdown some of the mystique behind the PPP process for FM suppliers in order to help them understand the opportunities, and risks associated with participating in PPP's. Specifically this will cover:

- The PPP tendering process, and how FM suppliers can / should participate;
- The underlying philosophies behind the services specifications;
- The proposal evaluation process, with particular emphasis on evaluation of the services component;
- The abatement process, quantifying key risk areas and inherent mitigation opportunities.



Steve Taylor is Director of the **Tungsten Group**, a facilities management company operating nationally across Australia. Steve has worked for Tungsten in Australia since 1999 and spent 2 years previous to that with the former UK parent. Steve has a background in Facilities and Property management over the past 20 years where he has held senior roles in both the public and private sector with organisations such as Abbey National, Rolls Royce, British Airways. Since 1999 in Australia, Steve has developed FM business with organisations such as BHP Billiton, Orica, Australia Post, Incitec Pivot and JP Morgan. He is the Chair of the Victorian Branch of the Facility Management Association, a member of the British Institute of Facilities Management in the UK and is a qualified chartered engineer. Steve has been actively involved in Tungsten Group's State Government advisor roles in Victoria, Queensland and West Australia on a number of PPP projects including The Royal Womens Hospital in Melbourne and the Melbourne Convention Centre, the Southbank Project in Brisbane and Perth's Courts PPP.

Nick Rix is a Chartered Quantity Surveyor with over twelve years experience in the facilities management industry in both Australia and the UK. In this time, Nick has gained practical experience in a number of FM related operational and advisory capabilities:



- FM Operational Management for a business delivering FM services to major Australian companies;
- Procurement Consultant;
- PPP Technical Advisor;
- Expert Witness Advisor;
- Mobilising one of the first government FM outsourcing projects in the UK;
- FM Operational Reviews for a number of in-house FM organisations.

Nick has led Tungsten's recent Victorian PPP advisory services for Royal Womens Hospital and Melbourne Convention Centre.

Lunch will be served to delegates attending both workshops

SPONSORSHIP OPPORTUNITIES

This 5th annual national summit is Australia's foremost conference for the hard to reach senior infrastructure leaders. If you want to do business in Australia's burgeoning PPP marketplace you need to be profiling your companies skills at this event. 175 senior industry leaders attended the 2004 summit. To discuss how to make this forum work to your advantage contact Andrew Jones Ph 02 9080 4321 Email andrew.jones@informa.com.au

Gold Sponsors:

CLAYTON UTZ

The Clayton Utz Major Projects Group is a cohesive, multidisciplinary team of experts. We provide a totally integrated service on all aspects of projects and project financing. We are unique among Australian law firms in having been key legal advisers for almost all of Australia's major infrastructure projects over the last few years, as well as numerous important international infrastructure projects. Our team is highly experienced in the use of PPPs in both economic and social infrastructure projects.

We have a thorough knowledge of different political environments and markets and the subsequent range of issues and risks that PPPs present. We combine this knowledge with technical excellence and a high level of commercial awareness, to consistently deliver superior outcomes for our clients in complex PPP projects. Our advice is prompt, creative, but thorough, practical, commercial and non-confrontational.

www.claytonutz.com



Currie & Brown is an international consultancy with offices in all states of Australia. As Technical Adviser to both equity and debt financiers and public sector clients it has acted on over 80 signed PPP projects globally.

Currie & Brown provides a suite of services associated with PPP projects, including strategic procurement planning for public sector bodies and key stakeholders, costing for public sector comparators, documentation for EOI/RDP, bid evaluation and development of performance measurement and payment mechanisms. The role of Technical Adviser includes independent assessment and validation of base construction and operating budgets, projected asset life cycle and O&M costs, technical risk analysis, review of contractual arrangements, KPIs and abatement regimes, and validation of compliance with output specification requirements.

Currie & Brown's experience in the PPP sector in Australia extends to assisting Government Authorities, financiers, bidding consortia and first-tier subcontractors. Currie & Brown has an acknowledged global reputation for client focus on 'value for money'.

Eric Liddell, Director – Sydney +61 (0)2 9415 1600; eric.liddell@curriebrown.com.au

Peter Byrne, Director – Melbourne +61 (0)3 9867 3011; peter.byrne@curriebrown.com.au

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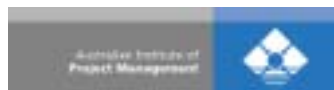
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TTF Australia (Tourism & Transport Forum) is the peak industry group for the tourism, transport and infrastructure sectors.

As a national, member-funded CEO forum, TTF advocates the public policy interests of the 200 most prestigious corporations and institutions in Australian tourism, transport, property and infrastructure.

One of Australia's leading CEO networks, TTF represents a work force in excess of 450 000. Some Members include:

- Infrastructure investors ABN AMRO, Babcock & Brown, Macquarie Bank, Colonial First State Infrastructure, Commonwealth Bank, DB Capital Partners, the National Australia Bank and Transurban;
- Infrastructure owners Melbourne Airport, Metro Transport, Serco, Sydney Airports Corporation and QR; and
- Construction giants Baulderstone Hornibrook, Leighton Holdings and Multiplex.

TTF provides access, influence and adds value to Member businesses via individual member consulting services, business development facilitation, policy advocacy and key research. TTF advances the specific projects of Members, lobbies for greater private sector involvement in the provision of crucial infrastructure across Australia and is intimately involved with the financing, planning and politics of infrastructure – from regulation to operation.

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