



INTERNATIONAL UNION  
OF RAILWAYS

# WORKSHOP

## UNLOCKING FINANCE FOR RAILWAYS

December 6th, 2017 | 10.00 – 5.00 pm

### AGENDA



Capacity building  
for Sustainable PPPs

# WORKSHOP

## UNLOCKING FINANCE FOR RAILWAYS

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### Description

Addressing the challenge of the complex and capital-intensive rail infrastructure, and delivering faster, better and safer projects are of key importance to economic development worldwide. What is needed is a better use of public sector revenue sources together with greater recourse to private finance. New approaches with private sector participation (PPPs) appear to be the way forward in developing countries to unlock capital and expertise, while they are increasingly used in the OECD bloc.

In the margin of UIC General Assembly, which is gathering railway leaders worldwide, the present workshop aims to overview and assess the current state of PPPs in railways and the future opportunities and challenges they offer. It will bring together international PPP experts across all relevant backgrounds, to discuss the requirements for a greater anticipation and follow up capacity within national railways for both having a global whole-of-life view of PPP projects and fostering private investment, all with regards to sustainable development, economic, operational and legal considerations.

### Objectives

The purpose of the workshop is to provide practical overview on best practices in rail PPPs, help reach a more mature understanding of PPP schemes and discuss the tools to effectively address risk sharing mechanisms and oversee long-term management.

The main discussion topics include:

- ☐ Global rail PPP principles: Why choose a PPP scheme? When is it well suited? How to address it?
- ☐ Common project preparation barriers and capacity gaps (formulation of major member's needs and main barriers to launching successful and well-balanced PPPs)
- ☐ Priorities and key success factors for project identification, preparation and long-term management
- ☐ Outlook on a harmonized railway approach to PPPs and the role of a central body to concentrate best practice and provide guidance on rail PPPs

## **10:00: Welcome to participants**

### **10:20: Keynote Introduction**

- » **Mr Keir Fitch**, Head of Unit, C4, Land Transport Director, DG MOVE, EU Commission

## **12:30: Learning from Private, Finance, Legal and Policy Institutions**

### **Moderator: Zakaryae Boudi, UIC**

- » **Dominic Pasquale Patella**, Infrastructure Finance Specialist, World Bank
- » **Stefan Tobias**, Head of economics and tax policy, CER
- » **Doris Chevalier**, CEO, INFRABOOST
- » **Alexis de Pommerol**, CEO OcVia, Meridiam
- » **Hugues de La Forge**, Partner, FIDAL
- » **Thierry Bodard**, Managing Director, NGE Concessions
- » **David Franck**, Project Finance Manager-NGE Concessions

## **14:00: UIC members' panel – North America & Europe: Experiences, Challenges & Needs**

### **Moderator: Doris Chevalier, INFRABOOST**

- » **Yves Desjardins Siciliano**, CEO, Via Rail Canada
- » **Jeff Moller**, Director, Assistant Vice President, Association of American Railroads
- » **Gweltaz Guiavarc'h**, Director, Head of Major Projects & PPP Support Service, SNCF Réseau
- » **Stefano Pierini**, Head of Finance, FERROVIE DELLO STATO ITALIANE

## **15:00: UIC members' panel – Asia Pacific & Africa: Experiences, Challenges & Needs**

### **Moderator: Dominic Pasquale Patella, World Bank**

- » **Mohamed Rabie Khlie**, CEO, ONCF - Moroccan Railways
- » **Abas Nazari**, Director General of International Affairs Dept., Director of UIC Middle East Regional Office, Iranian Railways
- » **Zhaslan Madyev**, CFO, KTZ Kazakhstan (TBC)
- » **Hugues de La Forge**, Partner, FIDAL

## **16:00: Outlook and presentation of the UIC Centre of Rail PPPs**

## **17:00: End of workshop**



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For more details please contact:  
Zakaryae Boudi, Economic Development Advisor:  
[boudi@uic.org](mailto:boudi@uic.org)

