



FACT or FANCY PPP Sector Participation

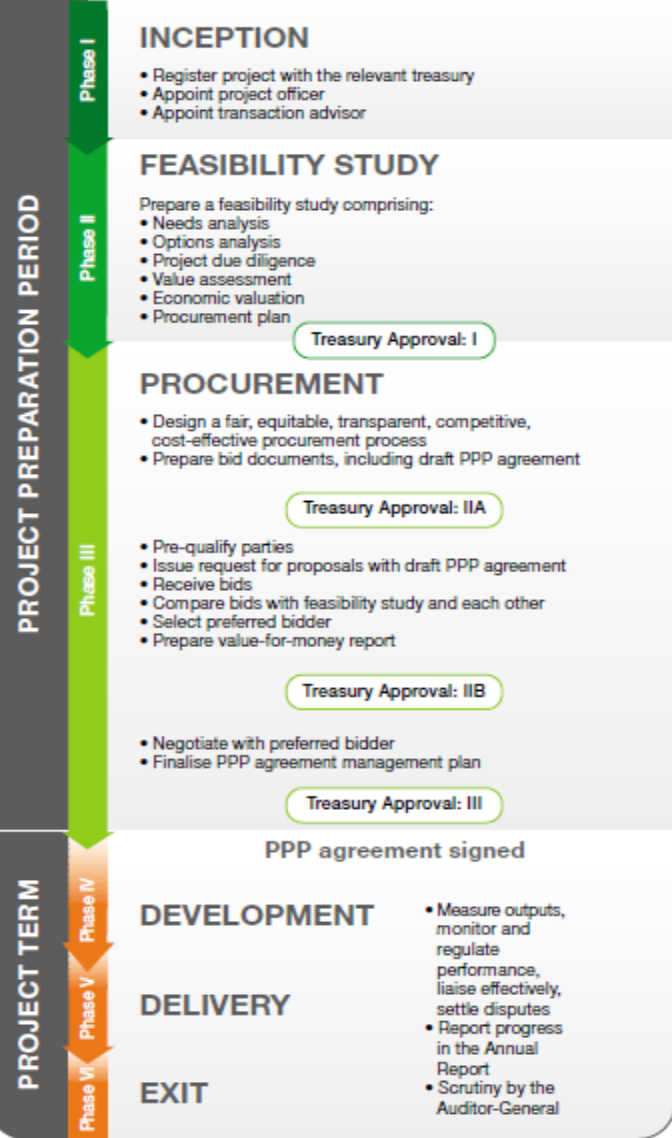
Presentation to SAFMA Webinar

19th August 2021



PPP PROJECT CYCLE

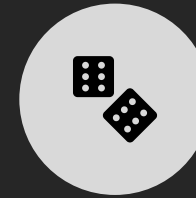
Reflecting Treasury Regulation 16 to the Public Finance Management Act, 1999



Life Cycle of PPP transaction



Inception



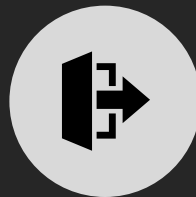
Feasibility Stage



Procurement

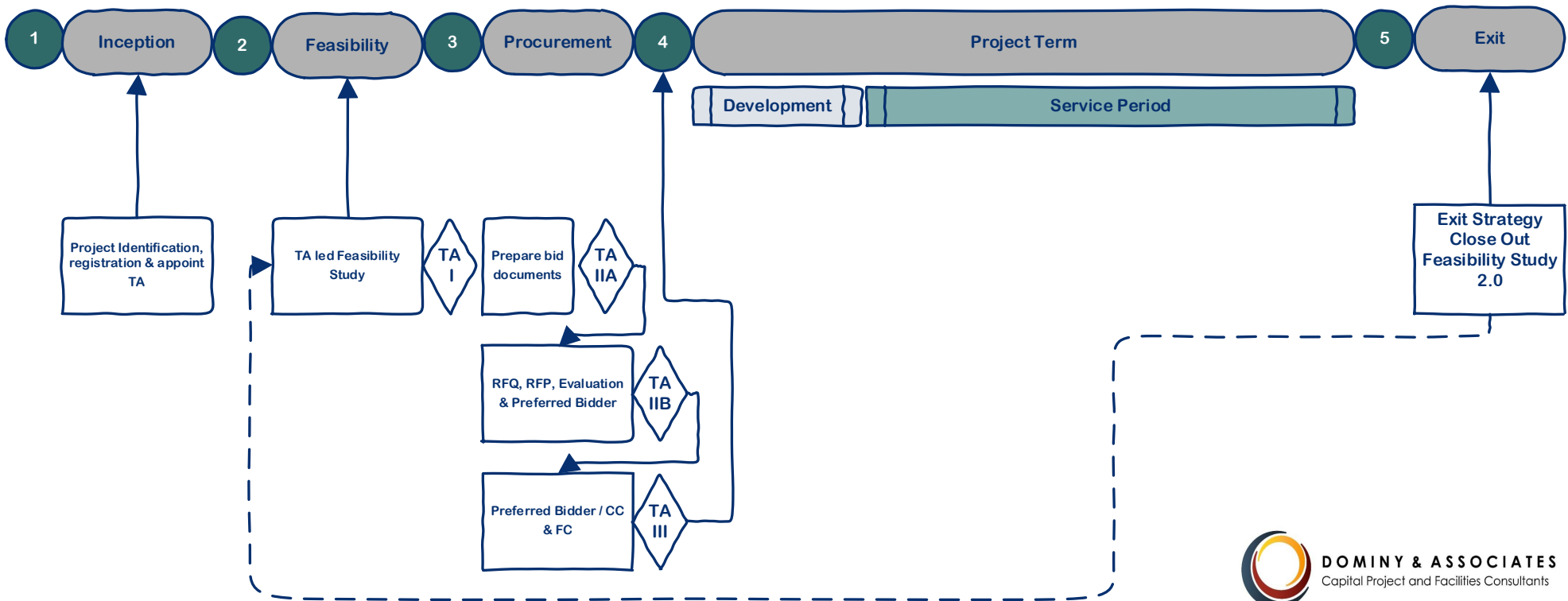


Project Term

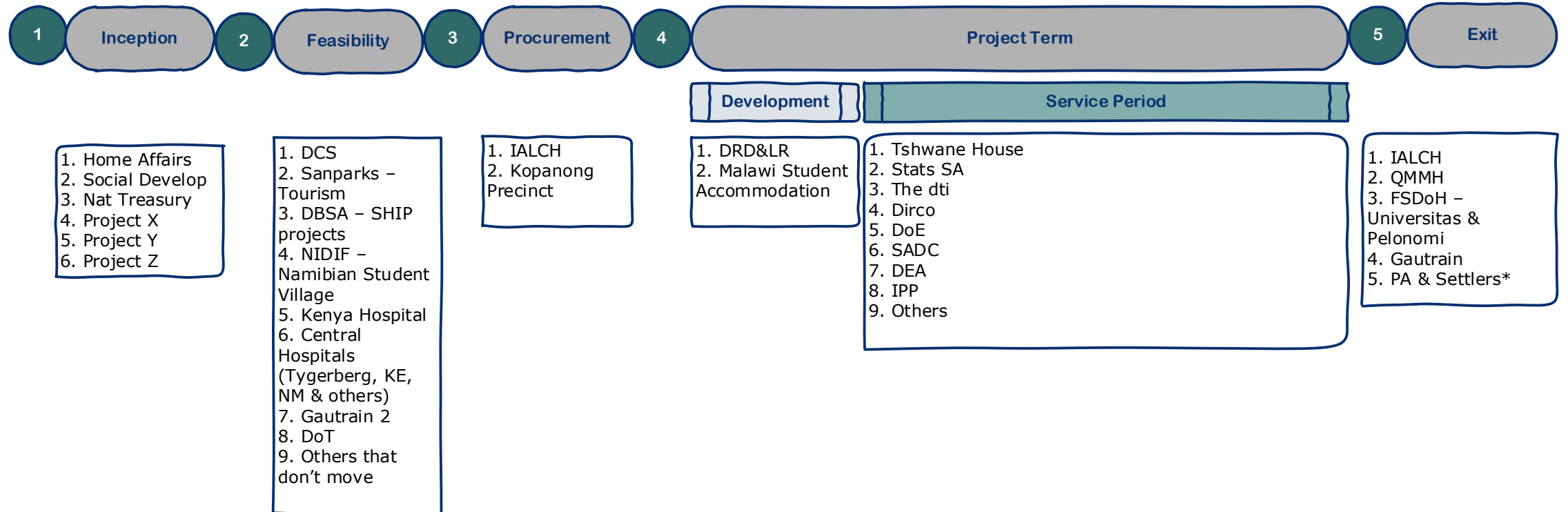


Project Exit

Lifecycle of a PPP Asset



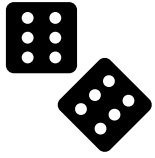
PPP Pipeline **



Snapshot of various PPP projects

A pair of hands is shown from a top-down perspective, holding a glowing, translucent white sphere. The sphere has a subtle, darker pattern on its surface, possibly representing a globe or a celestial body. The hands are positioned around the sphere, with fingers slightly curled. The background is dark and textured, suggesting a night sky or a dark surface. The text "Fact or Fancy" is written in a white, handwritten-style font across the bottom of the sphere.

Fact or Fancy



- Draft NIP 2050 suggest we will be busy.. 273 projects!
- Short term, consider
 - Low hanging opportunities through partnering
 - Accommodation
 - Healthcare
 - Business Improvement
 - Non PPP service delivery with DPWI?
- Some rollout in Africa..



FM Sector Participation



Feasibility

- Technical Transaction Advisory
- Project management



Procurement

- Equity
- OPCO
- Bid management
- Ops costing
- Ops contract advisory



Development

- Ops costing
- Ops contract advisory
- Design approval
- Construction monitoring
- Phased acceptance
- IFC - Commission
- Relocation
- Helpdesk profiling and establishment



Service Delivery

- Mobilisation
- Technical Services
- Soft Services
- LCC / Asset Refurbishment
- Performance Management
- FM Advisory / Independent Maintenance advisory
- Contract Management



Exit Strategy

- Contract Extensions
- Exit Planning
- Condition Assessments
- Asset RUL,
- Final Maintenance Surveys



Fact or Fancy / Barriers to Entry / Opportunities?



Fact ...



1. Project Pipeline - there is a big wish list which will exceed current debt, skill and project capacity.
2. But ... project lag is a fact!
3. Stakeholder Management (3rd P)
4. Construction capacity is currently low but should engage with market traction.
5. FM Hurdles
 - Equity appetite vs Annuity Income
 - Project lag ... is an opportunity
 - PPP Skills shortage within FM supply chain
 - Appreciation of PPP risk transfer
 - Relevance of FM Co in the PPP process
 - Now is the time to educate and mobilise ...

PPP Sector Participation:

Thank You!

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