

Accelerating access to water and sanitation:  
scaling up private-sector participation  
SUB-SAHARAN AFRICA



*Organized under the patronage of:  
The Ministry of Water and Sanitation, Senegal*

PPP Conference | June 5-8, 2012 | Dakar, Senegal | Program

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# FOREWORD

*The link between a reliable supply of safe drinking water, adequate sanitation and poverty reduction is well documented. A high burden of disease and mortality, combined with loss of work time due to poor water and sanitation, takes both a human and economic toll on the development of any country.*

Great strides have been made in increasing access to water and sanitation in Sub-Saharan Africa. In the last 20 years, more than 230 million people gained access to water and 110 million to sanitation. Yet with rapid urbanization and a population exceeding 800 million, water provision in Sub-Saharan Africa has struggled to keep pace. Coverage rates for safe water and adequate sanitation only increased by 11% and 4%, respectively, over the same period. In addition, piped water in urban areas declined from 43% in 1990 to 35% in 2008. Similarly, piped water coverage in rural areas remained stubbornly low, at approximately 4-5% during the same period.

In many countries, the private sector not only plays a role in increasing access to water and sanitation, but also helps improve the efficiency and sustainability of such services. Private sector engagement takes many forms, from the concession of urban utilities to the organic growth of a domestic private sector in small towns and rural areas.

Within this context, the objective of this workshop is to revisit progress made in engaging private sector participation in the African water and sanitation sector, and to share lessons learned from successful African and global models. Panel discussions and case studies will help participants to better understand the opportunities and challenges of public-private partnerships (PPP), and to appreciate the perspective of government, practitioners and financiers.

Prior to the conference, an optional Pre-conference Training Day has been developed to reinforce participants' understanding of PPP concepts and their application to the water sector.



## THE PARTNERS

This event is co-funded by:

***IFC Advisory Services in Public-Private Partnerships (IFC)*** provides advice on designing and implementing public-private partnership (PPP) transactions to national and municipal governments to improve infrastructure and access to basic services such as water, power, health and education. For more information, visit [www.ifc.org](http://www.ifc.org)

***The Public-Private Infrastructure Advisory Facility (PPIAF)***, a multi-donor technical assistance facility aimed at helping developing countries improve the quality of their infrastructure through private sector involvement. For more information, visit [www.ppiaf.org](http://www.ppiaf.org)

***The Water and Sanitation Program (WSP)***, a multi-donor partnership administered by the World Bank to support poor people in obtaining affordable, safe and sustainable access to water and sanitation services. Visit [www.wsp.org](http://www.wsp.org) for details.

***The Infrastructure Consortium for Africa (ICA)***, a G8 initiative (with Water Platform financed by Germany) to help improve the lives and economic well-being of Africa's people by promoting increased investment and development of infrastructure in Africa, from public and private sources. Learn more: [www.icafrica.org](http://www.icafrica.org)



# PROGRAM

TUESDAY, 5 JUNE 2012

## PRE-CONFERENCE TRAINING DAY

This pre-conference training is designed to reinforce participants' understanding of PPP concepts and their application to the water sector. The sessions cover PPP fundamentals, such as risk allocation and common contract types in the water sector. They also outline best practice in PPP procurement and approaches to regulation, highlighting challenges in implementing and enforcing PPP contracts.

8:00 - 9:00	<b>Registration</b>
9:00 - 9:15	<b>Introduction to Training Day</b>
9:30 - 10:45	<b>Training I. PPP Fundamentals</b> <ul style="list-style-type: none"><li>• What is a PPP: Definition, key success factors, risks and issues <i>Elan Cusiac-Barr, Senior Investment Officer, IFC</i></li><li>• Experience of PPPs in water and Africa <i>Jane Jamieson, Senior Industry Specialist, IFC</i></li></ul>
10:45 - 11:00	<b>Coffee Break</b>
11:00 - 12:30	<b>Training II. Types of PPP Contracts</b> <ul style="list-style-type: none"><li>• PPP contracts <i>Victoria Delmon, Senior Counsel, World Bank</i></li><li>• Performance-based contracting <i>Patrick Mullen, Principal Water &amp; Sanitation Specialist, IFC</i></li><li>• Risk Mitigation Instruments <i>Luigi de Pierris, Initiative for Risk Mitigation in Africa, AfDB</i></li></ul>
12:30 - 14:00	<b>Lunch</b>
14:15 - 15:45	<b>Training III. Finding the Right Partner</b> <ul style="list-style-type: none"><li>• PPP transaction implementation (from due diligence to financial close) <i>Nicola Saporiti, Senior Investment Officer, IFC</i></li><li>• Case study: Uganda Small-scale Water PPP <i>David Bot Ba Njock, Investment Officer, IFC</i></li><li>• Case study: New Cairo Wastewater PPP <i>Malak Draz, Investment Officer, IFC</i></li></ul>
15:45 - 16:00	<b>Coffee Break</b>
16:00 - 17:00	<b>Training IV. Contract Management and Regulation</b> <ul style="list-style-type: none"><li>• Overview of contract management <i>Victoria Delmon, Senior Counsel, World Bank</i></li><li>• Institutional framework rural and small town PPPs <i>Jemima Sy, Senior Water and Sanitation Specialist, WSP</i></li></ul>



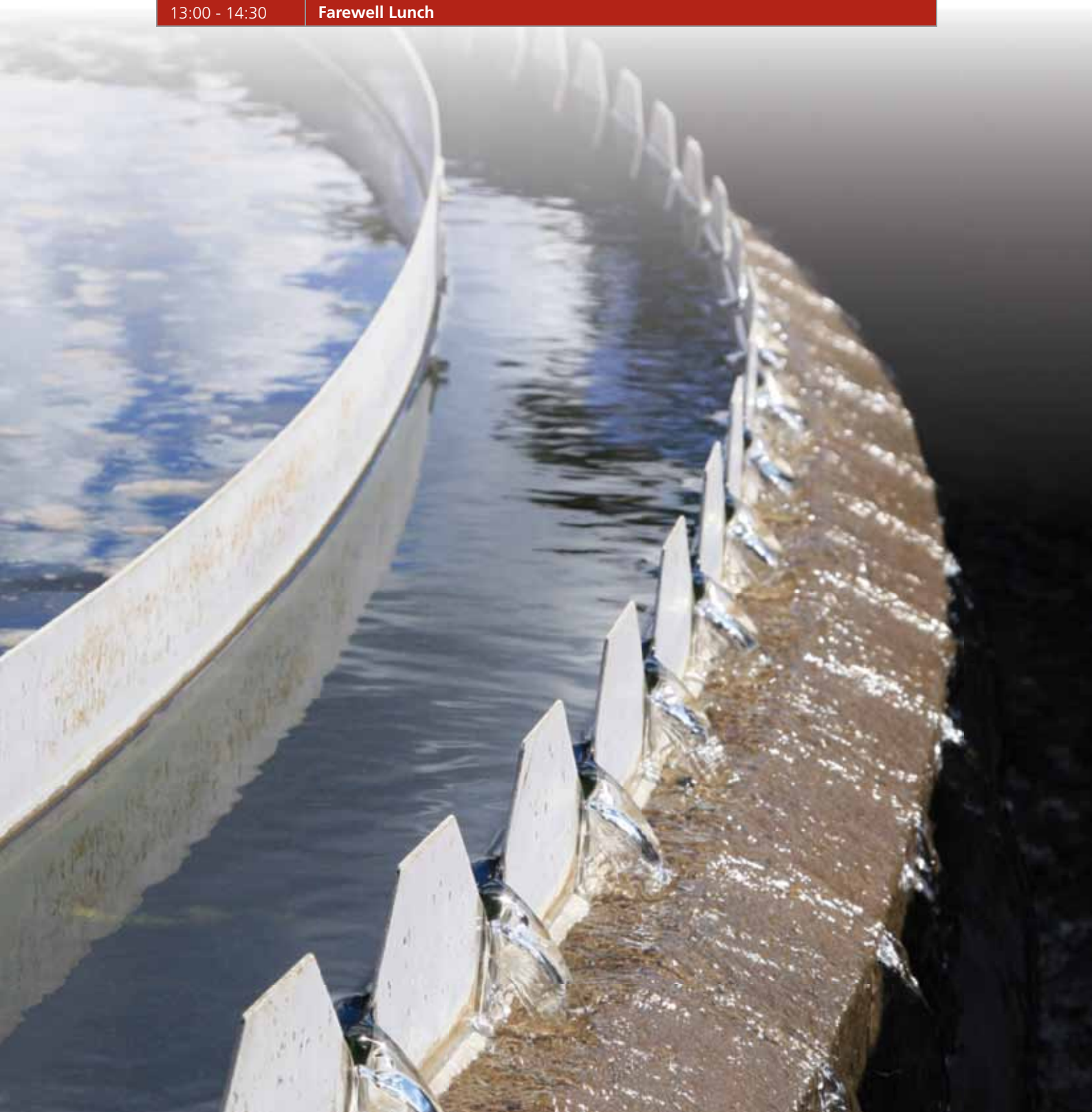
8:00 - 9:00	<b>Registration</b>
9:00 - 10:30	<p><b>Official Opening Ceremony</b></p> <p>Opening remarks by His Excellency Oumar Guèye, Ministre de l'Hydraulique et de l'Assainissement, Senegal</p> <p>Followed by:</p> <ul style="list-style-type: none"> <li>• <i>Yolande Duhem, Regional Director for West and Central Africa, IFC</i></li> <li>• <i>Vera Songwe, Country Director for Senegal, World Bank</i></li> <li>• <i>Sering Jallow, Director of the Water and Sanitation Department, AfDB</i></li> </ul>
10:30 - 11:00	<b>Coffee Break</b>
11:00 - 12:30	<p><b>Session I. PPP Progress and Practice</b></p> <p>This session presents an overview of current PPP experience in the African and global water sector. Presentations draw on in-depth performance analysis of PPP arrangements and current trends. Presentations will also draw out lessons for the future of PPPs in the sector.</p> <ul style="list-style-type: none"> <li>• Chair: <i>Emmanuel B. Nyirinkindi, Manager, IFC</i></li> <li>• Current Status of PPPs in the Water and Sanitation sector <i>Edouard Perard, Regional Coordinator, PPIAF</i></li> <li>• Urban Water Utility Experience <i>Matar Fall, Lead Water and Sanitation Specialist, World Bank</i></li> <li>• Rural and Small Town PPPs <i>Jemima Sy, Senior Water and Sanitation Specialist, WSP</i></li> <li>• Trends in Water &amp; Sanitation in Africa <i>Ousman Gajigo, Economist, AfDB</i></li> </ul>
12:30 - 14:00	<b>Lunch</b>
14:00 - 15:30	<p><b>Session II. Engaging the Private Sector in Africa</b></p> <p>African governments share different approaches to engaging the private sector in water activities, along with their progress and challenges to date. Discussion focuses on reform needs, lessons learned and ideas for accelerating progress.</p> <ul style="list-style-type: none"> <li>• Chair: <i>Baimass Tall, Executive Secretary, AMCOW</i></li> <li>• <i>His Excellency Oumar Guèye, Ministre de l'Hydraulique et de l'Assainissement, Senegal</i></li> <li>• <i>Her Excellency Betty Bigombe, Minister of Water, Uganda</i></li> <li>• <i>His Excellency Mohamed Lemine Ould Aboye, Minister of Water, Mauritania</i></li> <li>• <i>To be confirmed</i></li> </ul>
15:30 - 15:45	<b>Coffee Break</b>
15:45 - 17:00	<p><b>Session III. Increasing Capacity</b></p> <p>This session presents case studies, from Africa and other regions, with different approaches to increasing the production and treatment of water and wastewater through PPPs and the delivery of sustainable water and sanitation services.</p> <ul style="list-style-type: none"> <li>• Chair: <i>World Bank Representative</i></li> <li>• Case study: New Cairo Wastewater PPP <i>Malak Draz, Investment Officer, IFC</i></li> <li>• Case Study: Jordan Wastewater PPP <i>Philippe Thiel, BOT Business Manager, Degramont</i></li> <li>• Providing Safe Water to Underserved Communities Using a Scalable, Sustainable and De-centralized Model <i>Sameer Mithal, Global Head of Business Development, Water Health International</i></li> <li>• Case Study: Small Drinking Water Supply networks, the experience of a private operator in Burkina Faso <i>Christophe Leger, Technical and Development Manager, Vergnet-hydro</i></li> </ul>
19:00	<b>Cocktails and Dinner with Guest Speaker</b>

8:00 - 9:00	<b>Registration</b>
9:00 - 10:30	<p><b>Session IV. Increasing Reach</b></p> <p>This session demonstrates how the private sector can be involved in increasing coverage and expanding services to the poor. It includes lessons on how the private sector has developed for small towns; how targeted subsidies, such as output-based aid, can be used to expand services to the poor; and how urban utilities, have successfully increased access.</p> <ul style="list-style-type: none"> <li>• Chair: <i>Jaehyang So, Manager, WSP</i></li> <li>• Uganda Rural Water <i>Dominic Kavutse, Commissioner, Urban Water and Sewerage Services, Ministry of Water and Environment - Uganda</i></li> <li>• Urban utilities reaching the poor, lessons from Morocco <i>Jean-Pierre Mas, Executive Vice President Africa, Suez Environnement</i></li> <li>• Investment strategy and improving access for urban and rural water services, Senegal <i>Ibrahima Diallo, Directeur Général de la SONES</i> <i>Diène Faye, Directeur de l'Hydraulique Rurale</i></li> <li>• SODECI, Ivory Coast <i>Basile Ebah, Director General, SODECI (Société de Distribution d'Eau de la Côte d'Ivoire)</i></li> </ul>
10:30 - 10:45	<b>Coffee Break</b>
10:45 - 12:30	<p><b>Session V. Increasing Efficiency</b></p> <p>This session demonstrates how PPP arrangements can improve a utility's quality of services, efficiency and sustainability from within and outside Africa. This session also examines innovative ways in which public sector utilities engage the private sector to improve areas of utility performance through performance-based contracts.</p> <ul style="list-style-type: none"> <li>• Chair: <i>Sering Jallow, Director of the Water and Sanitation Department, AfDB</i></li> <li>• Water Affermage in Senegal <i>Mamadou Dia, Director General, Sénégalaise des Eaux</i></li> <li>• PPP Experience in Armenia <i>Gary Stout, International General Director, MVV-decon GmbH</i></li> <li>• Performance-based Non-Revenue Water Contracts in South Africa <i>Ariel Moshkovitz, General Manager EMEA &amp; Technologies, Miya</i></li> <li>• PPP Efficiency Study by Aquafed <i>Xavier Maitre Robert, Senior Water Advisor, Aquafed</i></li> </ul>
12:30 - 14:00	<b>Lunch</b>
14:00 - 15:30	<p><b>Session VI. Water Sector Financing</b></p> <p>Active local, regional and international investors in the water sector discuss opportunities and challenges for private water finance, and share views on what makes a PPP bankable. Discussion includes financiers of large infrastructure investment and also studies the specific challenges faced in financing small-scale operators through local financial markets.</p> <ul style="list-style-type: none"> <li>• Chair: <i>Nicolas Souche, Senior Investment Officer, IFC</i></li> <li>• K-Rep Bank Ltd: <i>Calvince Odera, Business Development Manager, Special Projects</i></li> <li>• Ecobank: <i>Yves Coffi, Director General</i></li> <li>• EAIF: <i>Martjin Proos, Senior Investment Advisor</i></li> <li>• AfDB: <i>Luigi Pierris, Initiative for Risk Mitigation in Africa</i></li> <li>• Bryant &amp; Co: <i>Guillaume Gilles, Managing Director, Water Funds</i></li> <li>• ECP: <i>Brice Lodugnon, Director</i></li> <li>• EIB: <i>Patrick Dorvil, Water and Solid Waste Specialist</i></li> </ul>
15:30 - 15:45	<b>Coffee Break</b>
15:45 - 17:00	<p><b>Session VII. What Private Operators Look For in a PPP</b></p> <p>International and African domestic private sector operators outline what makes the water sector an attractive business proposition, along with key building blocks of a successful PPP arrangement, and the challenges they face.</p> <ul style="list-style-type: none"> <li>• Chair: <i>Vipul Bhagat, Chief Investment Officer, IFC</i></li> <li>• Aquafed: <i>Xavier Maitre Robert, Senior Water Advisor</i></li> <li>• Suez Environnement: <i>Jean-Pierre Mas, Executive Vice President Africa</i></li> <li>• Association des Fermiers d'Eau du Benin (AFEB): <i>Germain Sossou, President</i></li> <li>• SDE: <i>Mamadou Dia, Director General</i></li> <li>• MVV-decon GmbH: <i>Gary Stout, International General Director</i></li> </ul>
17:00-17:30	<b>Closing Remarks</b>

FRIDAY, 8 JUNE 2012

SITE VISIT

8:00 - 8:30	<b>Registration</b>
8:45	Departure for site visit
9:15 - 10:45	<b>Visit:</b> Senegalaise des Eaux Control and Call Centre - Dakar
11:30 - 12:45	<b>Marketplace:</b> Meetings with the sponsors on assistance offered to support private sector participation and financing in the water and sanitation sectors
13:00 - 14:30	<b>Farewell Lunch</b>



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