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PUNJAB PUBLIC PRIVATE PARTNERSHIP AUTHORITY

BRIDGING THE PUBLIC & PRIVATE SECTOR SUCCESSFULLY

DUBAI EXPO 2020- AN OUTREACH TO INTERNATIONAL STAKEHOLDERS FOR PPPs

Dubai Expo 2020 was an excellent opportunity for Pakistan to demonstrate its incredible potential during the month of November, 2021. From Punjab PPP Authority, Chief Executive Officer Mr. Amjad Ali Awan and Muhammad Danish Director General (Projects) represented Punjab PPP regime to attract international

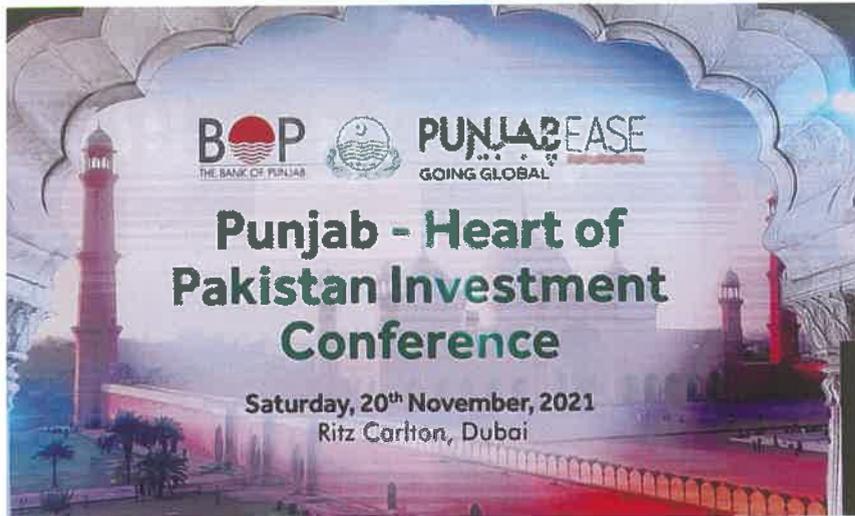
investors to develop economically and socially responsible initiatives to strengthen PPP ecosystem of Punjab. The Authority participated in multiple events including high level investment conference, stakeholder conference chaired by Minister for Finance, Punjab, panel discussion in coordination with Punjab Board of Investment & Trade (PBIT), focused group discussion with multi stakeholders, meetings in collaboration with provincial departments and exclusive interview with media. Punjab PPP Authority developed

publicity material in form of video documentary, information packs/folders, multimedia presentation on new investment opportunities and thematic areas for panel discussion with a purpose to highlight vision of GoPb with respect to PPPs, the success stories and strategy for future prospects. Dubai Expo was a great opportunity to present Punjab as a great investment destination, potential business opportunities in the infrastructure, energy, technology, water and other priority sectors under PPP mode.



PARTICIPATION IN PUNJAB - HEART OF PAKISTAN INVESTMENT CONFERENCE

The Bank of Punjab (BOP) hosted an Investment Conference at Ritz Carlton Hotel, DIFC, Dubai, on 20-11-2021 wherein esteemed panelists and guest speakers spoke on topics of interest covering the investment climate and



opportunities that Punjab has to offer to investors. Punjab Finance Minister Hashim Jawan Bakht, inaugurated and attended the conference along with Consul General of Pakistan in Dubai Hassan Afzal Khan, Punjab Higher Education and Information Technology Minister Raja Yasir Humayun Sarfaraz and other high-ranking officials of the Government of Punjab. Several prominent Pakistani corporate leaders and experts from leading international financial institutions were also present at the event. Mr. Amjad A. Awan, CEO Punjab PPP Authority talked about PPP regime in Punjab and recent developments along with incentives and legal safeguards for the private sector along with success stories. The participants were also briefed about the diversification strategy initiated by Punjab PPP Authority to identify viable PPP projects across various sectors and also to enhance collaboration with in line departments of provincial government. Mr. Awan assured that Punjab provides an enabling legal & institutional framework as well as government support for the investors both at local and international

level. A video documentary was shown in the context to highlight achievements of PPPs in Punjab.

The investment conference provided an excellent interactive platform for speakers and participants on potential investment opportunities in Punjab along with policy making suggestions. The event had various sessions during the day which covered key topics of interest by speakers and panelists.

PARTICIPATION IN PUNJAB INTERNATIONAL BUSINESS CONFERENCE

The delegation of Punjab PPP Authority was invited to participate in Punjab International Business Conference held on 21-11-2021, as part of the Punjab Ease Going Global showcased at the Pakistan Pavilion, Expo 2020 Dubai. The Conference was attended by Provincial Minister for Finance Hashim Jawan Bakht, Minister Industries Mian Aslam Iqbal, Minister for Higher Education Raja Yasir Humayun and Chief Minister's Advisor on Tourism Asif Mahmood. The Ambassador

of Pakistan to the UAE, His Excellency Mr. Afzaal Mahmood was also present at the Conference, along with a number of dignitaries, members of the local and international business community, Pakistani diaspora and investors from the U.A.E. Mr. Amjad Ali Awan, Chief Executive Officer, Punjab PPP Authority highlighted that PPPs represent an option to augment the government social and infra delivery services being an alternate mode of development and cross cutting theme for all the development projects in Punjab. The Conference provided a very promising glimpse into the economic future of the province, consequently attracting a large amount of interest from the esteemed audience.

VISIT OF PAKISTAN PAVILION AT DUBAI EXPO 2020

Punjab Ease at the Pakistan Pavilion showcased the history, multiculturalism, hospitality, contemporary entertainment and emerging modernity of the province via a series of concerts, seminars, business conferences, and webinars by various departments of the Government of Punjab. The Pakistan Pavilion attracted scores of visitors including foreigners and the Pakistani diaspora.

The team of Punjab PPP Authority conducted random meetings with investors during the visit of the Pakistan Pavilion, distributed informative material and shared mode of engagement along with PPP life cycle.

MEETING AT PRIVATE OFFICE OF SHEIKH AHMED BIN DALMOOK AL MAKTUUM

The Punjab PPP delegation had a meeting on 22-11-2021 with His Highness Sheikh Ahmed Bin Dalmoook Al Maktoum along with Legal and Investment Council of his private office which has a portfolio of following group of companies focus mainly on energy, infrastructure, mining, LNG terminal development, oil and gas commodity trading, healthcare, water desalination, water reclamation as well as e-sports, education and agriculture projects;

- Adm Oil & Gas L.L.C.,
- Trinity Healthcare LLC.
- Kaheel Group L.L.C.,
- Kaheel Agriculture L.L.C.
- Africa & Middle East Resources Investment Group L.L.C.

Mr. Amjad Ali Awan, CEO Punjab PPP Authority briefed about PPP regime in Punjab, regulatory framework, types of window available and life cycle of a PPP project. Legal and Investment Council of the office showed keen interest to invest for



waste management, health and renewable energy related projects and discussed concerns about the political support. Mr. Awan explained their government support as per PPP Act, 2019 and encourage to bid for PPP projects.

MR. AMJAD ALI AWAN CEO, PUNJAB PPP AUTHORITY EXCLUSIVE INTERVIEW AT PAKISTAN PAVILION

Punjab Board of Investment and Trade (PBIT) arranged an exclusive interview of Mr. Amjad Ali Awan CEO Punjab PPP Authority at Pakistan Pavilion on 24th November, 2021.

Talking about PPPs, Mr. Awan said that due to resource constraints, PPP seems preferred mode of investment to meet growing development needs of Punjab and focus is to attain sizable growth of PPPs across the board. Punjab PPP Authority is a mainstream organization with the responsibility to execute PPP projects and shared the business plan envisaged for the current and next two years. While sharing his views about Dubai Expo 2020 he appreciated the opportunities being provided to interact with international investors' as one to one meeting will open avenues not only from UAE but the peripheral markets as well. He discussed the portfolio of Punjab PPP by informing that Punjab has successfully executed PPP projects worth more than 44 billion and Authority is also exploring multi-dimensional areas in energy-the green energy, health, education, energy efficiency, solar street lighting projects as



priority area other than infra sector. Possible scenario to generate renewable energy through waste management is also under consideration with the Punjab PPP Authority. He briefed that Punjab PPP structure provides full legal cover in form of PPP Act with clear allocation of responsibilities of every institution involved and present well organized system to process a PPP project. Mr. Amjad explained that Authority has developed its economic plan to execute projects worth of 100 billion projects this year which will ultimately contribute to the economic development of Punjab. He argued that PPP mode has the potential to mitigate energy crises and Authority is exploring window of opportunities and encouraging projects which decarbonize the economy. Furthermore, solar and biomass energy can be created in PPP mode to provide cheaper and green energy and will minimize the load on national grid and provide green energy at a lower cost to consumers.

Mr. Amjad highlighted Pakistan has micro investment market especially for PPPs, however, mega investment may harness the potential through proper marketing of the business plan.

ONE TO ONE CORNER MEETING

With Vitol, an Oil & Gas Trading Company

The Dubai tour gave an excellent opportunity to the delegation of Punjab PPP Authority to meet high profile firms investing globally. In this regard meeting with the senior officials of Vitol was held on 25-11-2021 wherein Vitol shared the past experience of investment in Pakistan. They expressed that the Company may invest in energy project in Punjab but it is direly needed that government should remove legal and institutional barriers that hinder international investment and provide government support. Delegation of Punjab PPP Authority assured that the new PPP regime in Punjab is designed to address investors' concerns and promoting ease of doing business in the province and encourage to bring investments under PPP mode.

Vitol, a Dutch energy and commodity trading company deal in logistics / distribution are as the core business, these are complemented by refining, shipping, terminals, exploration and production, power generation, and retail businesses. With revenues of \$231 billion in 2018, it is the largest independent energy trader in the world, and would rank ninth on the Fortune Global 500 list.

MEETING WITH ARTHUR LAWRENCE

In another meeting with a senior official of Arthur Lawrence (AL) on 23-11-2021, one of the top management and technology consulting firms, the delegation deliberated two waste management models including a) Waste to Bio Gas; and b) Waste to Plastic and RDF. The AL's representative Mr. Carlo shared that a number of investors may be interested to submit unsolicited proposals on waste management or waste recycling sectors as their firm is providing technical support to investors in developing PPP projects. The meeting also discussed the

cept pertaining to recycling of legacy site dumps. Mr. Carlo proposed to submit re-feasibility and based on its approval, investor may submit a USP accordingly.

PRESS EVENT:

PUNJAB PUBLIC PRIVATE PARTNERSHIP AUTHORITY UNVEILS ITS DEVELOPMENT PORTFOLIO

A media awareness session regarding Public Private Partnerships (PPP) in Punjab is held on 04-11-2021 in the office of Punjab Public Private Partnership Authority with the purpose to give a general briefing about the progress update along with future interventions of PPP projects in Punjab. The event mainly focused on the ease of operationalization of Punjab PPP Authority, Business plan envisaged for the coming three years targets, PPP success stories and projects planned to be executed within Current Financial year. Mr. Amjad Ali Awan, Chief Executive Officer of Punjab PPP Authority broadly discussed at 44 billion PPP projects have already been executed and Authority has planned a portfolio of 110 billion rupees to be implemented within the Current Financial year. The envisaged projects includes Sultan Vehari Road, Procurement, installation and O&M of water meter in Lahore, Faisalabad Chiniot Sargodha Road, Faisalabad Sambrial Sialkot Road, three parking cum commercial plazas at Rawalpindi, Depalpur Okara Samandri and Dualization of Tarandah Muhammad Panah, KLM, Head Punjab uzafargarh Road. The water metering project is flagship in its nature and successful model will be replicated all over Punjab. The Authority is also focusing next 3 years targets through its business plan having diversified sector specific projects mainly in Energy, Education, Health, Urban Development & Housing, Industrial Development and technology related projects. Mr. Amjad encouraged private sector entities, government agencies and banks to come and chip in to execute PPP projects in Punjab. He envisioned that Authority will not only conceptualize projects locally but will attract foreign investors to bid for PPP projects in Punjab.



PRESS EVENTS:

FIRST EVER LANDMARK PROJECT TO BE LAUNCHED FOR LAHORE, "INSTALLATION OF SMART WATER METERING UNDER PPP MODE"

A joint press conference was called by Mr. Amjad Ali Awan CEO Punjab PPP Authority and Syed Zahid Aziz Managing Director WASA Lahore on 15-12-2021 over the decision taken by Chief Minister Punjab to approve the project "Procurement, Installation and O&M of water meter in Lahore" in the meeting of PPP P&M Board. Addressing at the event, Mr. Amjad Ali Awan briefed that smart water metering project is forerunner initiative under PPP mode in Pakistan taken by Government of Punjab and will be replicated in other districts of Punjab after successful implementation. The flagship project will be awarded to private party, consortium of Chinese group who will be responsible for its procurement, installation and O&M throughout the concession period. He acknowledged the support of Chief Minister, Punjab, Planning and Development Board, WASA Lahore and allied departments of government of Punjab by adding that despite rupee dollar parity, the pace of work continued to make this project successful. As per details, total cost of the project is 11.2 billion and 711,265 water meters (93% domestic and 7% commercial) will be installed within two years. WASA will reimburse the 45% of new water meter cost to private party after installation of each water meter and will recover this cost by charging consumer upfront cost of 20% and 25% from VGF. While sharing financials of the project he informed that IRR of the project is 14.8%, and NPV is 16 billion. The project will help in efficient distribution of available water among consumers smartly and minimize water production cost, help in detecting water theft and understanding the actual water consumption. He assured that Punjab PPP Authority will monitor the project throughout the concession period.

Managing Director WASA, Lahore, Syed Zahid Aziz highlighted that every consumer of Lahore will be benefited either domestic or commercial. In terms of

benefits to WASA, Lahore saving of Non Revenue Water will be 35%, 7% savings in leakages, 10% saving in electricity cost and government of Punjab will get ground water conservation. He informed that water meters will be assembled locally and establishment of local manufacturing unit will create employment generation for the residents. He added that at present, WASA does not have any scientific method to assess water supply and demand due to non-availability of water meters and groundwater table was depleting with a rate of one meter per year, which is very alarming and should be stopped to provide clean drinking water to next generations. Project would help in water conservation and would reduce burden on water table. The concession agreement will be signed between WASA Lahore and JV of Chinese companies by Jan, 2022.

SECTOR DIVERSIFICATION STRATEGY OF PUNJAB PPP AUTHORITY TO IDENTIFY PPP PROJECT

Punjab PPP Authority organized consultative sessions with Lahore Division (Lahore, Kasur, Sheikhpura & Nankana Sahib) and Faisalabad Division (Faisalabad, Jhang, TT Singh and Chiniot) on 03-12-2021 & 06-12-2021 respectively to discuss and identify doable PPP projects. During the meetings institutional and legal framework of Punjab PPPs, business plan, executed PPP projects and mode of engagements (Solicited & Unsolicited) were discussed in detail. The participants raised their concerns about delays in implementing 'Faisalabad Chiniot Sargodha' road and 'Construction of parking plaza Faisalabad' projects. Director Development Lahore & Faisalabad Division directed all the concerned officers to explore the potential within their area of development and requested Punjab PPP Authority to share the template for submission of the 'Concept Paper'. Muhammad Danish, Director General (Projects) Punjab PPP Authority, Zahid Hussain (Gender and Social Safeguard Specialist) and Ms. Sumaira, Assistant Manager (Capital Market) represented Punjab PPP Authority.