



## UNECE PPP Business Advisory Board

Implementing PPP Solutions to Promote  
the United Nations Sustainable Development Goals

**Raising Awareness of SDGs**  
**SDGs 4 PPPs Digital Platform**  
**SDGs Private Financing**

The SDGs can only be met if Governments join forces with Private Sector

*Christian Friis Bach*

It is critically important that UN member states are provided with friendly guidance on PPP models that address SDGs

*Geoffrey Hamilton*

One thing is certain: the SDGs cannot be realized without the business community working in a way that is it has never worked before

*James Stewart*

**Successful implementation of SDGs is the world's best opportunity to end poverty and protect the planet, while leaving no-one behind**

It requires a few transformative shifts:

- Its financing requires private sector participation on an unprecedented scale
- It needs the generation and use of data to inform policy and measure results
- Involves integrated and cross-sectoral approaches to implementation across all sectors and agencies

*Mahmoud Mohieldin @ Geneva September 2nd 2015*

# TASK FORCE

to explore ways of contributing to the Sustainable Development Goals

## UNSDGs 4 PPPs Digital Platform



SDGs 4 PPPs is a way of:

1) Developing Integrated Solutions

2) Generating Data that inform and measure results

3) Leveraging public financial resources and knowledge

UNECE BAB  
SDGs Task Force Team

# TASK FORCE

to explore ways of contributing to the  
**Sustainable Development Goals**

## UN SDGs 4 PPPs Digital Platform



# TASK FORCE to explore ways of contributing to the Sustainable Development Goals



UNITED NATIONS  
Economic Commission for Europe  
Business Advisory Board on PPP's



CEI: Suzhou Waste-to-Energy Project (BOT)



CEI: Jinan WasteWater Treatment Plant (TOT)



CEI: Dangshan Biomass Power Project (BOO)

- 1) How does your company take the people and planet agenda?
- 2) How does your organization take the profit agenda?

Since 2005 the first environmental protection project came into operation, China Everbright International (CEI) has processed an accumulated amount of 24.493 million tons of household waste and 4.17 billion m<sup>3</sup> of waste water. It has reduced COD and CO<sub>2</sub> emissions by over 1.5 million tons and 10 million tons, respectively, and generated 8,462 GWh of green electricity, the equivalent of saving 338,500 tons of standard coal and preserving 1.1 billion trees being cut down.

- 3) How are these aligned with the SDG 17 goals?

CEI has nearly 60 water restoration projects with a total designed treatment capacity of 4.6 million tons per day.

CEI has secured over 100 renewable energy projects to date. More than 1,800 GWh renewable energy has been generated by those project in 2014 a single year.

For excellent performance in sustainable development orientation, CEI has been selected into Hang Seng Corporate Sustainability Index for second consecutive year since 2014.

- 4) How is this reflected on PPP development?

In terms of business model, since 2003 CEI has secured more than 150 projects in environmental protection and alternative energy fields. Almost all of those adopt PPP model such as BOT, TOT and BOO.

The CEI's equity ratio of public to private is 40%:60% and CEI dedicates in municipal utility industry for more than a decade, so CEI as a whole could be seen as a corporate established on a PPP basis.

- 5) Please give real examples that could inspire other private or public organizations to do so.

2004, CEI signed a franchising agreement with Suzhou Municipal Government and secured Suzhou WtE project on a BOT basis for 28 years' concession period.

2006, CEI signed a franchising agreement with Ji'nan Municipal Government and secured Jinan Waste Water Treatment Project on a TOT basis for 30 years' concession period.

2010, CEI signed a franchising agreement with Dangshan Municipal Government and secured Dangshan Biomass Power Project on a BOO basis for 30 years' concession period.

China Everbright International Limited [www.ebchinaintl.com](http://www.ebchinaintl.com)

Room 2703, 27/F., Far East Finance Center, 16 Harcourt Road, HongKong.

Telephone: (852) 2804 1886

Fax: (852) 2528 4228





## Belarus have a People Planet and Profit agenda

As a country with a major share of growth driven by the public sector, having a strong political willingness for PPPs suggests that the private sector's skills and performance have been acknowledged by Belarusian policy makers.

**Opening to the private sector also means accepting the need for profit.**

Disseminating and making clear the idea that PPPs are not a "free lunch" has been a long but successful task.

As a result, Belarus plans to use PPP for what they really are:

i) a delivery option that contains important transaction costs (learning costs, tendering costs, financial costs, etc.), but above all, that makes it possible to benefit from private sector long run guaranteed performance (guarantees on costs, on time schedule and on quality)

ii) a delivery option and no more. **The initial fundamental issue being selecting the most useful and sustainable projects for the people.**

For example, Belarus shortlisted a few projects as potential candidates to become PPP pilot projects, based on population's needs criteria:

- 2 projects are renewable-energy oriented,*
- 2 are mobility-oriented,*
- 2 are dedicated to fragile or dependent populations.*

Policy makers have well-understood that **launching projects of highest socio-economic priority would be the only way to shed light on the country.**



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*IBERDROLA is collaborating in a PPP project with AECID (Spanish agency for development aid) and the UNHCR to improve the situation in refugee camps. The pilot project selected is in Ethiopia focusing on energy auditing to improve the existing electricity networks, based on the collaboration of company's volunteers and providing the in situ*



- IBERDROLA's vision brings together the economic, social and environmental aspects of sustainability. Due to the characteristics of the business IBERDROLA carries out as a utility (i.e. more than 100 million people supplied; more than 1 million km of networks, leader in smart grids implementation and global leader in renewables, with almost 25.000 MW of installed capacity) its activity has a deep impact on the employment, economic growth and sustainable development of the countries where the group is established, helping to achieve all SDGs.
- In 2002 IBERDROLA subscribed to the United Nations Global Compact. IBERDROLA has also a Code of Ethics that sets out action guidelines that apply to all its professionals, regardless of their position within the organisation or its geographical location. Iberdrola also subscribed the CDP's Road to Paris 2015 project.
- Apart from the positive collateral effects of its ordinary activity, IBERDROLA has developed a specialized line of action, called "Electricidad para Todos" ("Electricity for all"), that brings together all the actions related to universal access to electricity. Among others, it includes its participation in the ambitious Brazilian programme "Luz para Todos", one of the main universal access programme in the world, where IBERDROLA has given electricity access in its distribution area to more than 2 million people; several other programs to promote projects with NGOs, and other organizations like GSEP; different initiatives to analyse and invest in business models to apply in the Base of the Pyramid to look for sustainable and scalable solutions to bring energy to more than 1.100 million people, etc.
- IBERDROLA is traditionally focused on the reduction of the environmental impact of operations through lower-emission energy generation and the implementation of biodiversity programmes and operational efficiency.

<b>IBERDROLA'S TARGETS</b>	<b>Focusing on the 7<sup>th</sup> Goal</b>	To bring by the year 2020 electricity to 4.000.000 people without access to this source of energy in emerging and developing countries.
	<b>Focusing on the 13<sup>th</sup> Goal</b>	Having already one of the cleanest generation mix (44% below the European average), the compromise is to reduce the intensity of its CO2 emissions to a level 50% less than its emissions by 2030, and achieve a carbon-neutral electricity supply by 2050



**“What is holding back infrastructure investment, even though real long-term interest rates are low and the potential supply of long-term finance is ample?”**

The answer matters to policy makers, because infrastructure is a key determinant of the growth potential of an economy.

One obstacle is the lack of investable projects. “

*Torsten Ehlers 2014*

*Bank for International Settlements*



Agenda in Focus: Global Investment

How can we bridge the  
\$1 trillion infrastructure  
gap?

By Michael Drexler, Guido Fuerer and  
Jerome Jean Haegeli

Oct 21 2015

“Many emerging markets don’t even have an **official pipeline that would list all projects.**”

The consequence is predictable: **politicians complain that they can’t find investors** to build the necessary infrastructure.

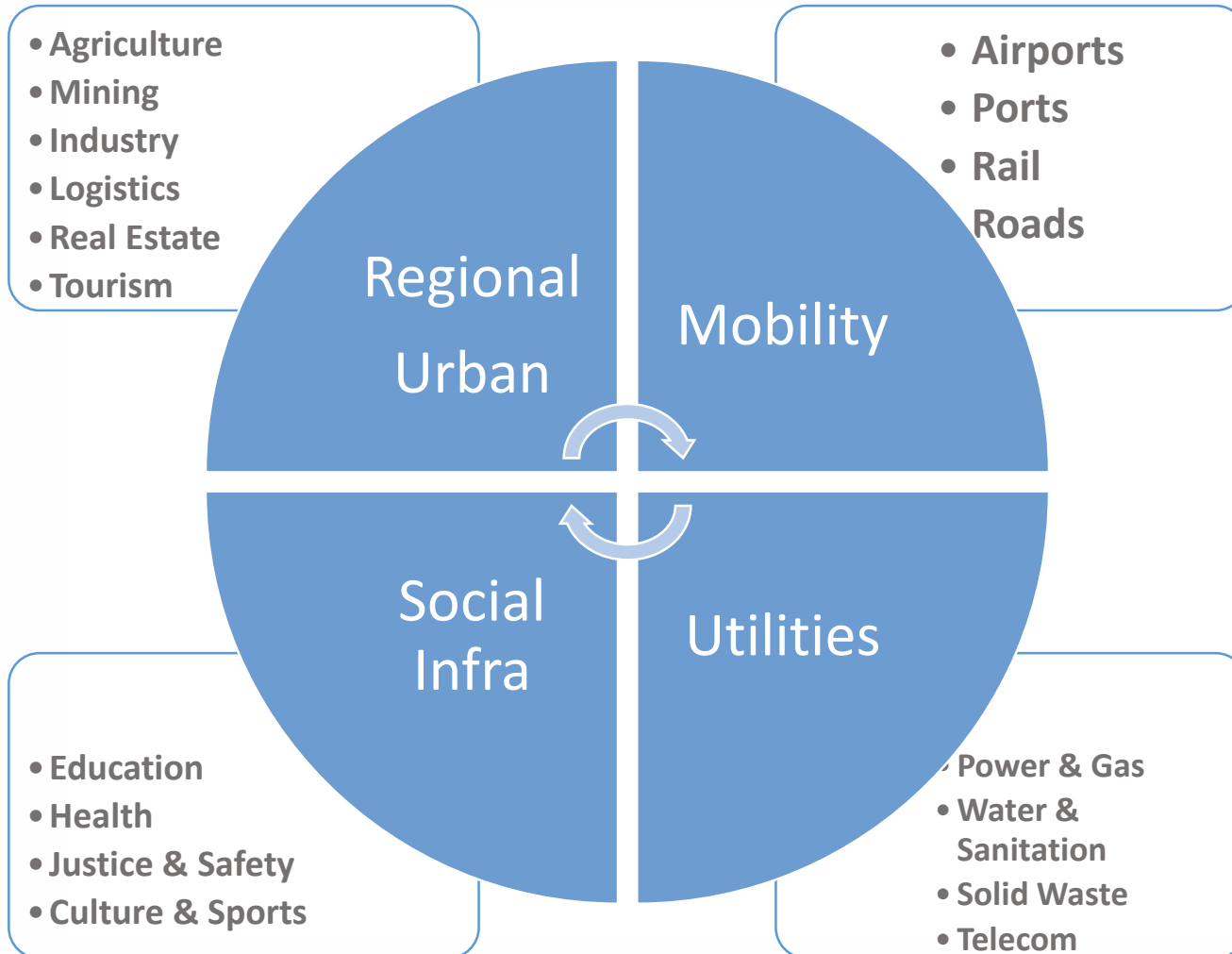
**Investors complain that they can’t find projects** to suit their risk and return profiles.”



We aim to create a “bridge” between Communities with Infra Gap and Private Capital Providers

An SDGs virtuous cycle is proposed to be the catalyzer to transform Infra Gap into Investable Projects

Investable Projects are then transformed into Sustainable Business with Private Sector Finance



### The Infra Gap Menu:

Identify the “ AS IS “ status

Discuss the “ TO BE “

Set Priorities Areas

Define Investable Projects

SDGs & Country Assistant Strategy

Constitution & Legal Framework

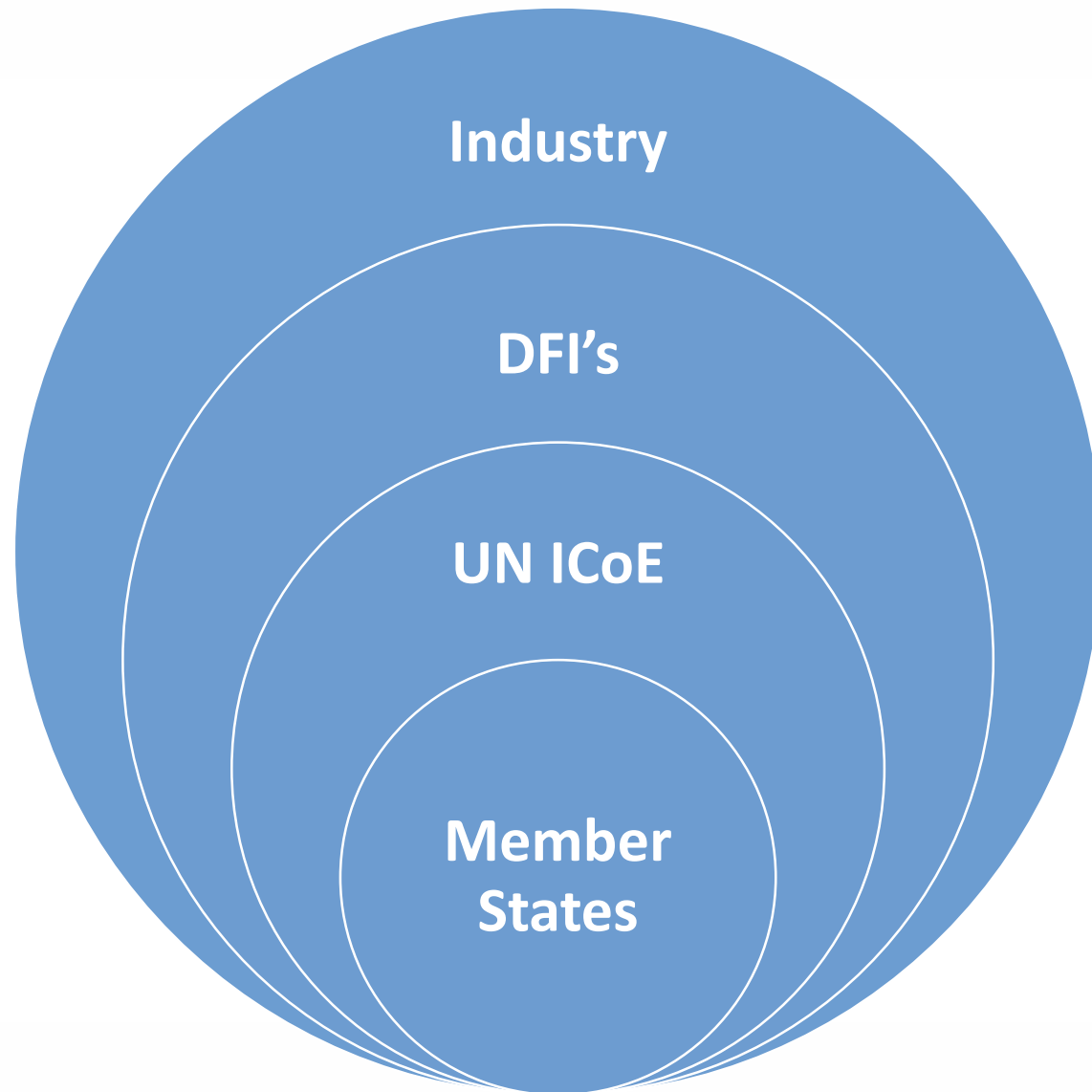
Central & Local Government Plans

**Investable Projects**

Economic and Financial Sustainability

Positive Environmental Footprint

Community Needs & Social Fingerprint



Gathering SDGs Infra Gap Data  
from Member States and  
transform it into Investable Projects

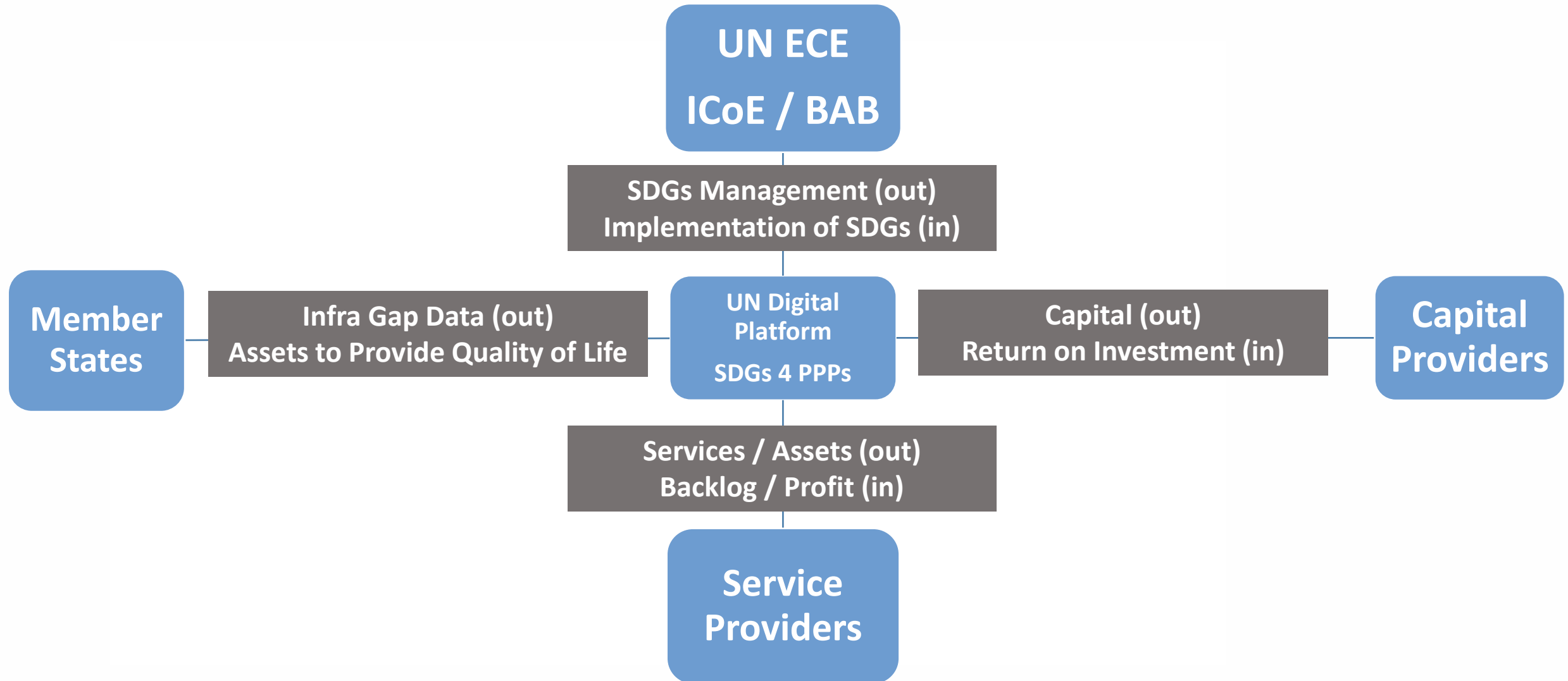
ICoE have a matrix approach once they have a sector expertise and contact different member states

DFI's have a Country Strategy that should match with Priority Projects

Industry are natural providers of products and solutions that may be used to promote infra gap solutions

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## UN SDGs 4 PPPs Digital Platform





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## UN SDGs 4 PPPs Digital Platform

A Web Page

← → ↻ 🔍 http://



 **PPPImpact**   
Forging partnerships for sustainable development

### #1030 Kampala Schools Partnership

Est. Capital Value	\$8.3m	Current Stage	<span style="background-color: #007bff; color: white; padding: 2px;">Feasibility Study</span>
Operation Period (years)	20 years		
Date of OJEU	2013-09-30		
Country	Uganda		
Procuring Authority	<a href="#">Ministry of Education &amp; Sports</a>		
Project Type	<a href="#">Schools</a>		
Description	<p>The project includes the design construction financing &amp; building and maintenance of 12 UGA 2 clean-energy schools programme following the success of the 6 original UGA 1 programme.</p> <p>The school locations are as follows:</p> <ul style="list-style-type: none"><li>- <b>Seeta</b> - Three schools: Greater Southern Public Education Region K-12; Rocky View School Division grades 6-8; Seeta School Division grades 9-12</li><li>- <b>Wakiso</b> - Two schools: Black Gold Regional Division K-9; St. Thomas Aquinas Separate Regional Division K-9</li><li>- <b>Gombe</b> - One school: Grassland Regional Division K-6</li><li>- <b>Katenda</b> - One school: Rocky View School Division K-9</li><li>- <b>Namatoba</b> - One school: Greater Southern Separate Education Region K-9</li><li>- <b>Kiswera</b> - One school: Kiswera Edge School Division grades 7-12</li><li>- <b>Kajjansi</b> - One school: Medicine Hat School District K-9</li><li>- <b>Kira Town</b> - Three schools: Greater North Central Francophone Education Region K-12; Red Deer Regional Division K-5; Red Deer School</li></ul>		

Documents

   
Doc 1 Doc 2

Website <http://www.education.go.ug/data/smenu/69/introduction.html>

Contact Ministry of Education, Science, Technology and Sports, P. O. BOX 7063 Kampala, Uganda

Email [info@education.gov.ug](mailto:info@education.gov.ug)

Telephone 256-41-234451/4

“ADEC” Draft for

UN SDGs 4 PPPs  
Digital Platform

Bridging the Gap  
between

Community Needs

and

Capital Providers

looking for

Investable Projects



Step 1

Approach  
Member  
States

Present SDGs  
4 PPPs

Step 2

Register the  
Infra Gap Data  
and “digest it”

Step 3

“Transform it”  
into  
Investable  
Projects

### Request for Support for Investable Project to Implement Sustainable Development Goals

Community need ; identified pathology ; improvement on quality of life  
Type of Service that will be provided; Type of Asset that is expected  
Expected impact on population; Global Goals covered by the project

**Draft for  
discussion**

Expected CAPEX ; Expected OPEX  
Expected Revenue Stream ; Source to support Revenue Stream  
Expected input / output from Private Capital Providers

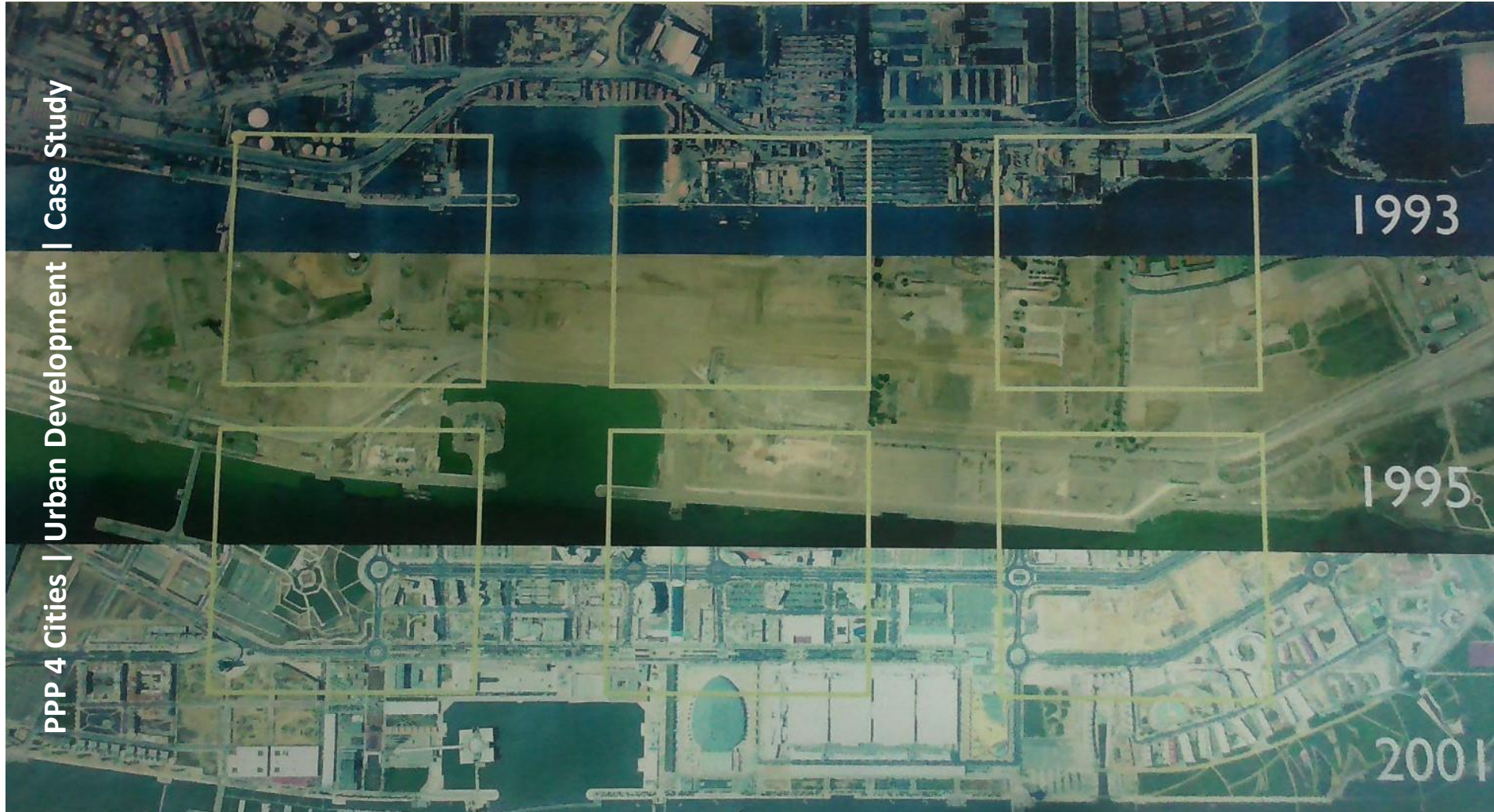
**Government Support:** Line Minister, Minister of Finance, Minister of Foreign Affairs

**Degree of maturity:**

gate 1	concept & initial feasibility studies
gate 2	studies ready for due diligence
gate 3	contracts ready for closure
gate 4	development works
gate 5	exploitation phase , services provided to the community

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## UN SDGs 4 PPPs Digital Platform



Urban Renewal  
developed using  
explicit PPPs

SPV Start : 1992  
Urban Dev. end: 2001

Plot Area : 330 ha  
GBA : 2.300.000 sqm  
GIV : 10 billion Euro

Urban products  
Residential . Offices .  
Retail . Education .  
Health . Justice  
25.000 (r) + 18.000 (j)

State . PPP . Private  
25% . 25% . 50%

Portugal > Lisbon > Parque Expo > Parque das Nações > World Urban Renewal case study

# TASK FORCE to explore ways of contributing to the Sustainable Development Goals

# UN SDGs 4 PPPs Digital Platform

**1.18**

FICHA DE CARACTERIZAÇÃO DA PARCELA

ÁREA DA PARCELA (m<sup>2</sup>) 9 731,35  
 ÁREA DE REFERÊNCIA DA PARCELA (m<sup>2</sup>) 14 637,00

ÍNDICE MÁXIMO DE OCUPAÇÃO 0,34  
 ÍNDICE MÁXIMO DE UTILIZAÇÃO 2,73  
 ÍNDICE MÁXIMO VOLUMÉTRICO 9,55

CONFRONTAÇÕES:  
 N - Av. do Atlântico  
 O - Passeio do Cantabrico  
 S - Rua do Mar da China  
 E - Av. D. João II  
 FREGUESIA S<sup>ta</sup> Maria das Divíslas

ÁREA DE IMPLANTAÇÃO DOS VOLUMES ELEVADOS (m<sup>2</sup>) 4 504,77

ÁREAS EXTERIORES (m<sup>2</sup>)

ESPAÇOS EXTERIORES PRIVADOS:  
 PASSEIO  
 ESPAÇOS VERDES (a) (com embasamento) 4 826,58  
 OUTROS USOS  
 SOMA 4 826,58

ARRUAMENTOS E ESTACIONAMENTOS 1 073,65  
 ESPAÇOS VERDES  
 OUTROS USOS  
 SOMA 1 073,65

ÁREA REFERIDA NO PP1 (m<sup>2</sup>) TOTAL 10 805,00

N.º MÁXIMO DE LOTES NA PARCELA

LOCALIZAÇÃO

HABITAÇÃO  
 SERVIÇO 22 679,64  
 COMÉRCIO E RESTAURAÇÃO 1 060,42  
 EQUIPAMENTO DE UTILIZAÇÃO COLECTIVA 822,98  
 EQUIPAMENTO TURÍSTICO 15 457,44  
 EQUIP. DE INFRAEST. E SERVIÇOS URBANOS  
 INDÚSTRIA E ARMAZÉM  
 (ESTACIONAMENTO PRIVADO + PÚBLICO) 36 570,00  
 TOTAL 76 590,48

N.º DE LUGARES DE ESTACIONAMENTO  
 PRIVADO 733 PÚBLICO 484 TOTAL 1219

REGIME DE PROPRIEDADE DO SOLO

SERVIDÕES, ÔNUS E ENCARGOS, OUTRAS CONDICIONANTES  
 -1- cobertura embasamento, arcada/galeria (954,55m<sup>2</sup>)  
 -2- postos de transformação pública

DATA	DESCRIÇÃO	RESPONSÁVEL
200-05-11	emissão	A.Rocha
200-10-30	revisão dos usos e aumento 1574,48m <sup>2</sup>	A.Rocha

PARQUE EXPO  
RE-INVENTING CITY LIFE

FICHA DE PROJECTO

EXPOBI 2

RESERVADO DOCUMENTO PARA DISCUSSÃO INTERNA

EXPOBI 2

Objetivo  
 Parceria criada em 2 de Agosto de 2002 para o desenvolvimento de um projecto imobiliário. Prevê-se a venda do edifício a uma entidade financeira e posterior arrendamento no todo ou fraccionado a empresa/s.

Ponto da Situação  
 O projecto de reparcelamento da parcela 1.06, que deu entrada na C.M.L. a 23 de Janeiro de 2003, encontra-se em fase de aprovação. Com a aprovação pela C.M.L., será liquidado o 2º pagamento no valor de 1.882.500,00 €  
 Deu entrada no dia 30 de Abril de 2003 o Projecto de Licenciamento nos serviços de licenciamento da Parque Expo.

Preço do Terreno 625,00 €/m<sup>2</sup>  
 Despesas 30.180.831,57 €  
 Recelitas 33.393.923,86 €  
 RAI Projecto 3.213.092,29 €  
 RAI Parque Expo 993.927,69 €  
 Data de Conclusão da Obra 4º Trimestre de 2005

PROSPECÇÃO E PRÉ-MONTAGEM DE NEGÓCIOS

1ª Edição: 27 Maio 2003  
 Actualização: 27 Maio 2003



## Key Success Factor for Urban PPPs

- 1) Having a Clear "TO BE"
- 2) Parque Expo was the Concept
- 3) Parque das Nações is the: "INVENTED CITY"
- 4) Creating Standard Digital Information for Investors
- 5) Creating PPP Business Models approved by Court of Auditors
- 6) Clear Territorial Marketing strategy to Attract Investors
- 7) Ensuring transparency
- 8) Defending Public Interest
- 9) Simple way of closing deals
- 10) Promoting a Profit and Return Environment to the Private Sector

Parque Expo > World Urban Renewal case study > Digital Platform > explicit PPPs model

### **Request of support from PPPs Centers of Excellence:**

- 1) To appoint one “\*SPOC” to joint efforts with SDGs Task Force for PPPs**
- 2) To promote SDGs 4 PPPs with Member States**
- 3) To provide Infra Gap data on each area of expertise**
- 4) To organize “digestion methods” to transform Infra Gaps into Investable Projects**
- 5) To verify data provided is being used properly at the UN SDGs 4 PPPs Digital Platform**

\*SPOC = single point of contact

**We thank all contributions that enhance achieving the  
Sustainable Development Goals**

contact us : [pedroneves@globalsolutions4u.com](mailto:pedroneves@globalsolutions4u.com)

Pedro Neves

United Nations Economic Commission for Europe  
Business Advisory Board on PPPs  
SDGs Task Force Leader for PPPs

### The Global Goals



**THE GLOBAL GOALS**  
For Sustainable Development

are **Global Challenges**



that require **Global Solutions**