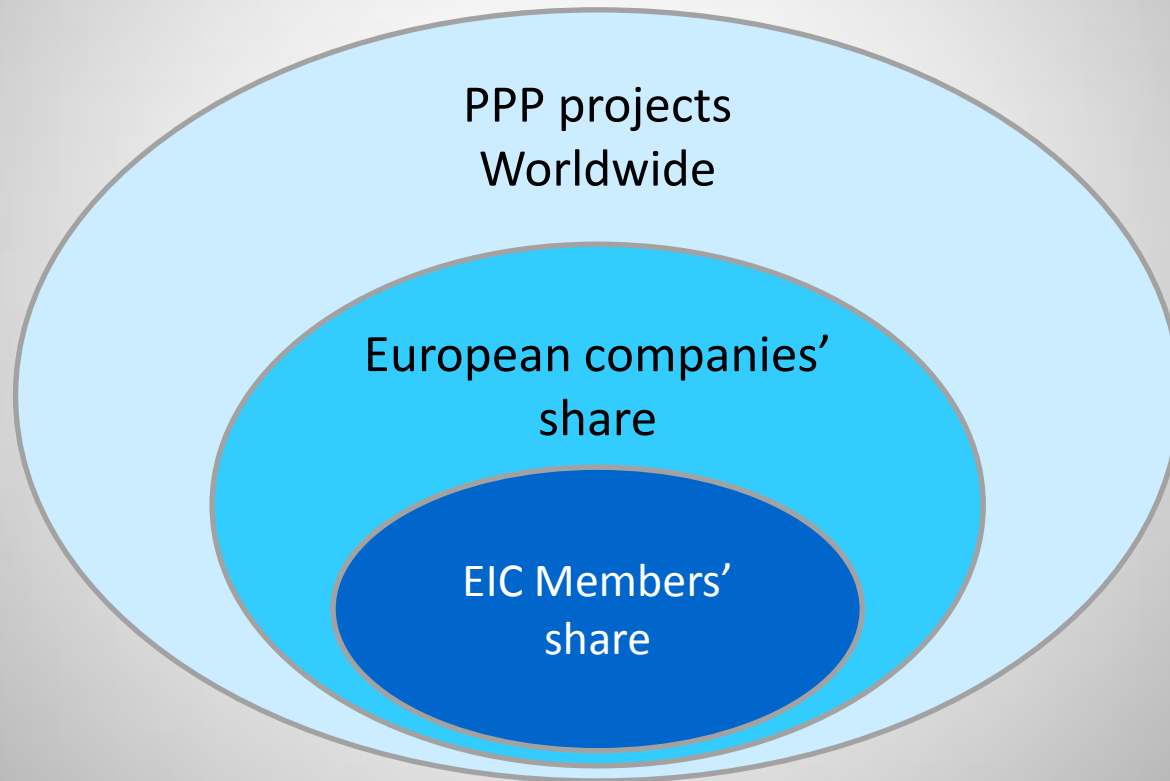


WG “Finance/PPP”: EIC Database on  
Infrastructure PPP’s

Juan Antonio Santos de Paz  
Chairman

# Three different levels of data



# PPP Projects value worldwide

EIC Sector	Region									Grand Total
	Non OECD	OECD	Africa	Asia	Central/South America	Europe	Middle East	North America	Oceania/Australia	
Airports	25.654	76.104	1.472	40.697	7.380	38.237	1.125	5.686	7.162	101.758
Ports	15.032	17.322	500	16.015	3.677	9.380	1.100	1.526	156	32.354
Rails	52.105	147.877	5.568	59.277	10.354	99.659	1.100	16.304	7.720	199.982
Roads	92.412	360.358	4.363	71.878	76.816	211.111	2.235	64.070	22.296	452.770
Water	70.583	56.784	10.069	37.084	13.295	25.097	19.355	15.344	7.123	127.366
<b>Total</b>	<b>255.786</b>	<b>658.444</b>	<b>21.972</b>	<b>224.952</b>	<b>111.521</b>	<b>383.485</b>	<b>24.915</b>	<b>102.929</b>	<b>44.456</b>	<b>914.230</b>

Source: Public Works Financing (PWF), European International Contractors (EIC)

- 72% of all PPP projects are in OECD area. Total projects reach almost a billion US\$
- Only water sector has a bigger market in non OECD area
- **Europe is the leader area with 42%** followed by Asia
- Roads are again the main sector (49%) followed by Rail (22%)
- In some sectors/geographical areas some PPP's are almost inexistent: Ports and airports in Africa; Airports/ports/rail in ME, Ports in NA and in Australia

# European promoters project value (in M US\$)

EIC Sector	Region									Grand Total
	Non OECD	OECD	Africa	Asia	Central/South America	Europe	Middle East	North America	Oceania/Australia	
Airports	6.055	24.147	938	2.378	2.591	19.726	76	600	3.893	30.202
Ports	788	7.195	117	1.261	265	6.331	0		8	7.982
Rails	5.411	77.271	3.650	2.168	1.236	72.998	157	2.130	341	82.681
Roads	25.044	227.461	903	9.385	24.298	188.246	0	25.187	4.486	252.505
Water	36.580	34.495	5.987	20.410	5.572	18.697	11.120	4.564	4.726	71.075
<b>Total</b>	<b>73.878</b>	<b>370.568</b>	<b>11.594</b>	<b>35.602</b>	<b>33.963</b>	<b>305.999</b>	<b>11.353</b>	<b>32.480</b>	<b>13.455</b>	<b>444.446</b>

Source: Public Works Financing (PWF), European International Contractors (EIC)

- Almost half of world PPP contracts are in hand of European developers (48%)
- European promoters' major activity is concentrated in roads (57%)
- Main activity is developed in Europe (69%)
- There is scarce activity in the ports sector
- OECD countries concentrate 83% of European PPP's

# European promoters project value as % of world project value

EIC Sector	Region									Grand Total
	Non OECD	OECD	Africa	Asia	Central/South America	Europe	Middle East	North America	Oceania/Australia	
Airports	24%	32%	64%	6%	35%	52%	7%	11%	54%	30%
Ports	5%	42%	23%	8%	7%	67%	0%	0%	5%	25%
Rails	10%	52%	66%	4%	12%	73%	NA	13%	4%	41%
Roads	27%	63%	21%	13%	32%	89%	0%	39%	20%	56%
Water	52%	61%	59%	55%	42%	74%	57%	30%	66%	56%
<b>Total</b>	<b>29%</b>	<b>56%</b>	<b>53%</b>	<b>16%</b>	<b>30%</b>	<b>80%</b>	<b>46%</b>	<b>32%</b>	<b>30%</b>	<b>49%</b>

Source: Public Works Financing (PWF), European International Contractors (EIC)

- **80% of European PPP's are in hand of European companies**
- In all sectors, PPP's in OECD area are greater than in other countries
- Great presence of European water projects' weight in Australia
- Scarce activity in all subsectors but water in Asia and ME
- **European market: concentration in roads (89%), water (74%) and rail (73%)**

# EIC companies PPP's project value (in M \$)

EIC Sector	Region									Grand Total
	Non OECD	OECD	Africa	Asia	Central/South America	Europe	Middle East	North America	Oceania/Australia	
Airports	2.041	19.270	747	1.653	568	14.466	76	0	3.800	21.311
Ports	706	2.308	100	1.219	68	1.627	0	0	0	3.014
Rails	2.872	39.575	2.825	361	47	38.120	0	939	155	42.447
Roads	19.564	162.218	578	8.016	21.012	129.723	0	20.236	2.218	181.782
Water	3.404	10.795	1.039	5.030	1.291	3.683	1.226	267	1.663	14.199
<b>Total</b>	<b>28.587</b>	<b>234.166</b>	<b>5.289</b>	<b>16.279</b>	<b>22.986</b>	<b>187.619</b>	<b>1.302</b>	<b>21.442</b>	<b>7.837</b>	<b>262.753</b>

Source: Public Works Financing (PWF), European International Contractors (EIC)

- EIC companies have a 29% share in PPP's worldwide
- Main activity in PPP's is in the roads sector
- Main market is Europe
- **OECD= 89%. There is a need to focus on PPP's in the developing world ( ME and Africa are almost inexistent)**

# EIC companies project value as % of world project value

EIC Sector	Region									Grand Total
	Non OECD	OECD	Africa	Asia	Central/South America	Europe	Middle East	North America	Oceania/Australia	
Airports	8%	25%	51%	4%	8%	38%	7%	0%	53%	21%
Ports	5%	13%	20%	8%	2%	17%	0%	0%	0%	9%
Rails	6%	27%	51%	1%	0%	38%	0%	6%	2%	21%
Roads	21%	45%	13%	11%	27%	61%	0%	32%	10%	40%
Water	5%	19%	10%	14%	10%	15%	6%	2%	23%	11%
<b>Total</b>	<b>11%</b>	<b>36%</b>	<b>24%</b>	<b>7%</b>	<b>21%</b>	<b>49%</b>	<b>5%</b>	<b>21%</b>	<b>18%</b>	<b>29%</b>

Source: Public Works Financing (PWF), European International Contractors (EIC)

- Only 9% of ports market is in hands of EIC companies. Also 11% in the case of water. The market is developed by public/private utility companies outside EIC perimeter.
- **EIC presence to be developed in ME- Asia-America-Asia-Australia**
- **EIC companies are world leaders but with only 29% of grand total** (Other European contractors besides EIC +China, Brazil, Australia, India, Mexico, USA, Canada, etc)

# EIC companies share/Total European companies in PPP contracts worldwide (in %)

EIC Sector	Region									Grand Total
	Non OECD	OECD	Africa	Asia	Central/South America	Europe	Middle East	North America	Oceania/Australia	
Airports	34%	80%	80%	70%	22%	73%	100%	0%	98%	71%
Ports	90%	32%	86%	97%	25%	26%	NA	NA	0%	38%
Rails	53%	51%	77%	17%	4%	52%	0%	44%	45%	51%
Roads	78%	71%	64%	85%	86%	69%	NA	80%	49%	72%
Water	9%	31%	17%	25%	23%	20%	11%	6%	35%	20%
<b>Total</b>	<b>39%</b>	<b>63%</b>	<b>46%</b>	<b>46%</b>	<b>68%</b>	<b>61%</b>	<b>11%</b>	<b>66%</b>	<b>58%</b>	<b>59%</b>

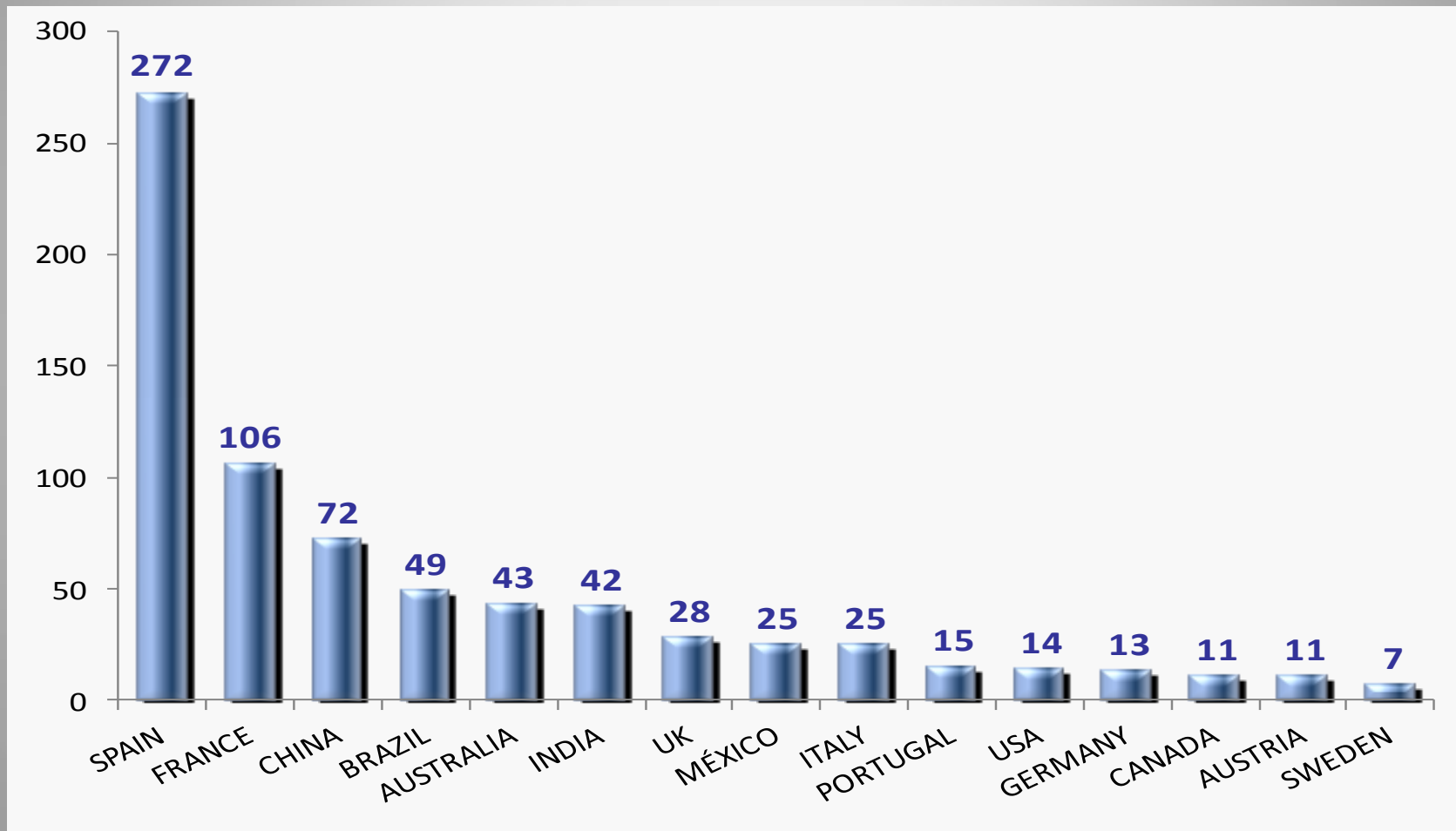
Source: Public Works Financing (PWF), European International Contractors (EIC)

- 100% EIC share in airport in ME, 97% in ports in Asia, 98% in airports in Australia
- Important share in NA in road sector, almost the only sector in the region
- High concentration in roads (72%) and airports (71%) of European grand total
- Which are the rest of European companies competing in the PPP market?



# Main developer's nationality

(number of projects with financial closure 15/07/2011)



Source: Public Works Financing (PWF), European International Contractors (EIC)

# PUBLIC WORKS FINANCING™

World's largest  
Transportation  
Developers

Company	No. De Concessions/P3 Projects	
	Const./Operation*	Bid Targets
<b>ACS Group/Hochtief (Spain)</b>	<b>72</b>	<b>46</b>
<b>Global Via-FCC-Caja Madrid (Spain)</b>	<b>45</b>	<b>51</b>
<b>Abertis (Spain)</b>	<b>42</b>	<b>5</b>
<b>Ferrovial/Cintra (Spain)</b>	<b>35</b>	<b>20</b>
Macquarie Group (Australia)	34	14
<b>Vinci/Cofiroute (France)</b>	<b>32</b>	<b>11</b>
Hutchison Whampoa (China)	31	1
<b>OHL (Spain)</b>	<b>29</b>	<b>26</b>
NWS Holdings (China)	25	0
<b>EGIS Projects (France)</b>	<b>23</b>	<b>20</b>
<b>Sacyr (Spain)</b>	<b>22</b>	<b>14</b>
<b>John Laing (UK)</b>	<b>19</b>	<b>8</b>
<b>Bouygues (France)</b>	<b>18</b>	<b>12</b>
IL&FS (India)	18	5
Empresas ICA (Mexico)	18	1
Road King (China)	16	0
<b>BRISA (Portugal)</b>	<b>15</b>	<b>2</b>
<b>Atlantia (Italy)</b>	<b>15</b>	<b>2</b>
Andrade Gutierrez (Brazil)	15	1
<b>Alstom (France)</b>	<b>14</b>	<b>7</b>
<b>Bilfinger Berger (Germany)</b>	<b>13</b>	<b>2</b>
Reliance (India)	13	1
<b>Acciona/Necso (Spain)</b>	<b>12</b>	<b>20</b>
Odebrecht (Brazil)	12	5
Camargo Correa (Brazil)	12	2
SNC Lavalin (Canada)	11	6
<b>Eiffage (France)</b>	<b>11</b>	<b>4</b>
<b>Strabag (Austria)</b>	<b>11</b>	<b>3</b>
IRB Infrastructure (India)	11	0
<b>Impregilo (Italy)</b>	<b>10</b>	<b>5</b>
CCR (Brazil)	10	1
<b>Balfour Beatty (UK)</b>	<b>9</b>	<b>7</b>
<b>Isolux Corsan (Spain)</b>	<b>9</b>	<b>5</b>
Transurban (Australia)	9	1
<b>Meridiam (France)</b>	<b>8</b>	<b>15</b>
Fluor (US)	8	5
<b>Skanska (Sweden)</b>	<b>7</b>	<b>6</b>
Ideal (Mexico)	7	1
<b>Itinere (Spain)</b>	<b>6</b>	<b>0</b>
KBR (US)	6	0
<b>TOTAL</b>	<b>733</b>	<b>335</b>

\*ranked by number of road, bridge, tunnel, rail, port, airport concessions over \$50m investment value put under construction or operation as of Oct. 1, 2011 (excludes design-build)

# Acknowledgements

- This EIC database on PPP's would not have been possible without the collaboration of Bill Reinhart (PWF editor)
- Professor Vicente Alcaraz at Madrid Polytechnic University has collaborated in the PPP database extraction and verification
- We also wish to underline the support of EIC member federations in checking and updating the information with their own companies  
(Data are in million current US\$)
- No references are made to previous year since the databases are not comparable