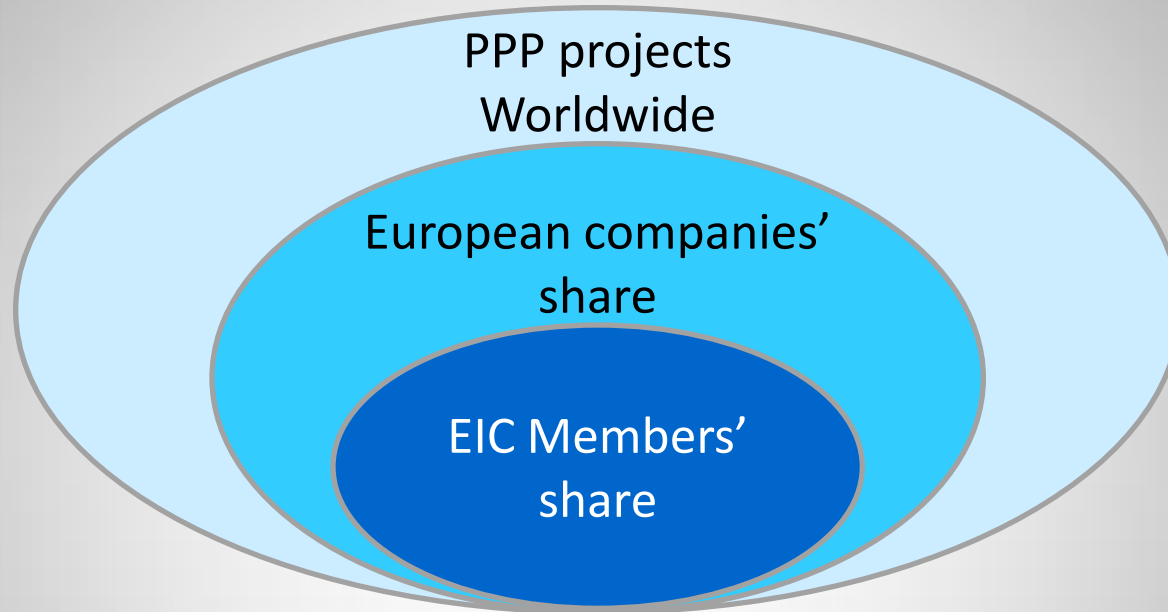


WG “Finance/PPP”: EIC Database on
Infrastructure PPP’s

Enrique Fuentes
Chairman

Three different levels of data



- Database from Public Works Financing Magazine (PWF), published yearly, verified & corrected by member federations
- Private infra Projects financially closed since 1985 till July 2010
- Project value= Total investment at time of awarding in current MMUS\$
- Sponsors= companies that participated in the equity of the project
- Project value assigned to companies by original % in equity
- Objective: update & publish yearly

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	23.054	71.236	1.472	40.547	7.175	32.684	800	4.450	7.162	94.289
Ports	13.514	14.413	350	14.575	3.577	6.643	1.100	1.526	156	27.927
Rails	44.740	118.251	5.568	50.412	10.354	75.948	1.100	12.950	6.660	162.992
Roads	72.179	291.340	3.603	53.130	60.899	175.174	2.235	50.807	17.671	363.519
Water	68.876	48.993	9.833	32.388	10.407	24.983	19.367	13.769	7.123	117.869
Total	222.362	544.233	20.826	191.053	92.411	315.431	24.602	83.502	38.771	766.595

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

- 71% of all PPP projects are in OECD area
- Only water sector has a bigger market in non OECD area
- Europe is the leading area with 41% followed by Asia (25%)
- Roads are the main sector (47%) followed by Rail (21%)

European companies 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	4.689	22.963	938	2.266	2.623	21.136	76	0	613	27.652
Ports	322	7.099	117	903	225	6.168	0	0	8	7.421
Rails	5.580	50.483	3.650	2.138	1.433	48.160	157	200	326	56.063
Roads	22.442	180.655	469	2.267	21.635	155.466	54	19.445	3.762	203.098
Water	35.695	29.829	6.064	16.324	4.584	18.449	11.132	4.246	4.726	65.524
Total	68.728	291.030	11.237	23.898	30.499	249.379	11.419	23.891	9.435	359.758

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

- Main activity are roads (56% vs. 47% roads share in all PPP's)
- Focused in OECD (81% vs. 71% OECD's share in all PPP's)
 - ...and in Europe (69% vs. 41% Europe's share in all PPP's)
- Again, PPP's in non OECD area are more important than in OECD area

European 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	20%	32%	64%	6%	37%	65%	10%	0%	9%	29%
Ports	2%	49%	33%	6%	6%	93%	0%	0%	5%	27%
Rails	12%	43%	66%	4%	14%	63%	NA	2%	5%	34%
Roads	31%	62%	13%	4%	36%	89%	2%	38%	21%	56%
Water	52%	61%	62%	50%	44%	74%	57%	31%	66%	56%
Total	31%	53%	54%	13%	33%	79%	46%	29%	24%	47%

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

- World leaders overall
- Clear world leaders in water and roads, very significant in rail
- Apart from Europe, leaders in Africa and very significant in Middle East & Latam
- Remarkable leadership in water, even in non OECD countries
 - Significant presence in roads in non-OECD countries (Latam)

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	1.816	18.727	747	1.541	600	17.058	76		520	20.542
Ports	240	2.376	100	881	28	1.608				2.616
Rails	3.069	26.922	2.825	361	244	26.405			155	29.990
Roads	17.275	127.168	268	1.260	18.581	106.345	54	15.603	2.333	144.444
Water	3.126	6.798	1.116	1.340	682	3.674	1.298	151	1.663	9.925
Total	25.526	181.991	5.056	5.383	20.134	155.090	1.428	15.754	4.672	207.516

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

- Strong focus in OECD (87% vs. 71% OECD's share in all PPP's)
 - ...particularly in Europe (75% vs. 41% Europe's share in all PPP's)
- Very focused in roads (70% share vs. 47% roads share in all PPP's)
- Relatively weak activity in water (5% vs. 15% water share in all PPP's)

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%	26%	51%	4%	8%	52%	10%	0%	7%	22%
Ports	2%	16%	29%	6%	1%	24%	0%	0%	0%	9%
Rails	7%	23%	51%	1%	2%	35%	NA	0%	2%	18%
Roads	24%	44%	7%	2%	31%	61%	2%	31%	13%	40%
Water	5%	14%	11%	4%	7%	15%	7%	1%	23%	8%
Total	11%	33%	24%	3%	22%	49%	6%	19%	12%	27%

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

- Very significant world share: 27%
 - World leaders in roads (40%), with leading presence in Europe, and significant activity in the Americas
 - Leaders in Europe (49%)
 - Low share in non OECD (11%)
- Significant share in Airports & Rail
 - Strong presence of non European companies
- Low share in water & ports: 8%
 - Significant presence of European non-EIC companies
- Particularly low share in Asia and Middle East

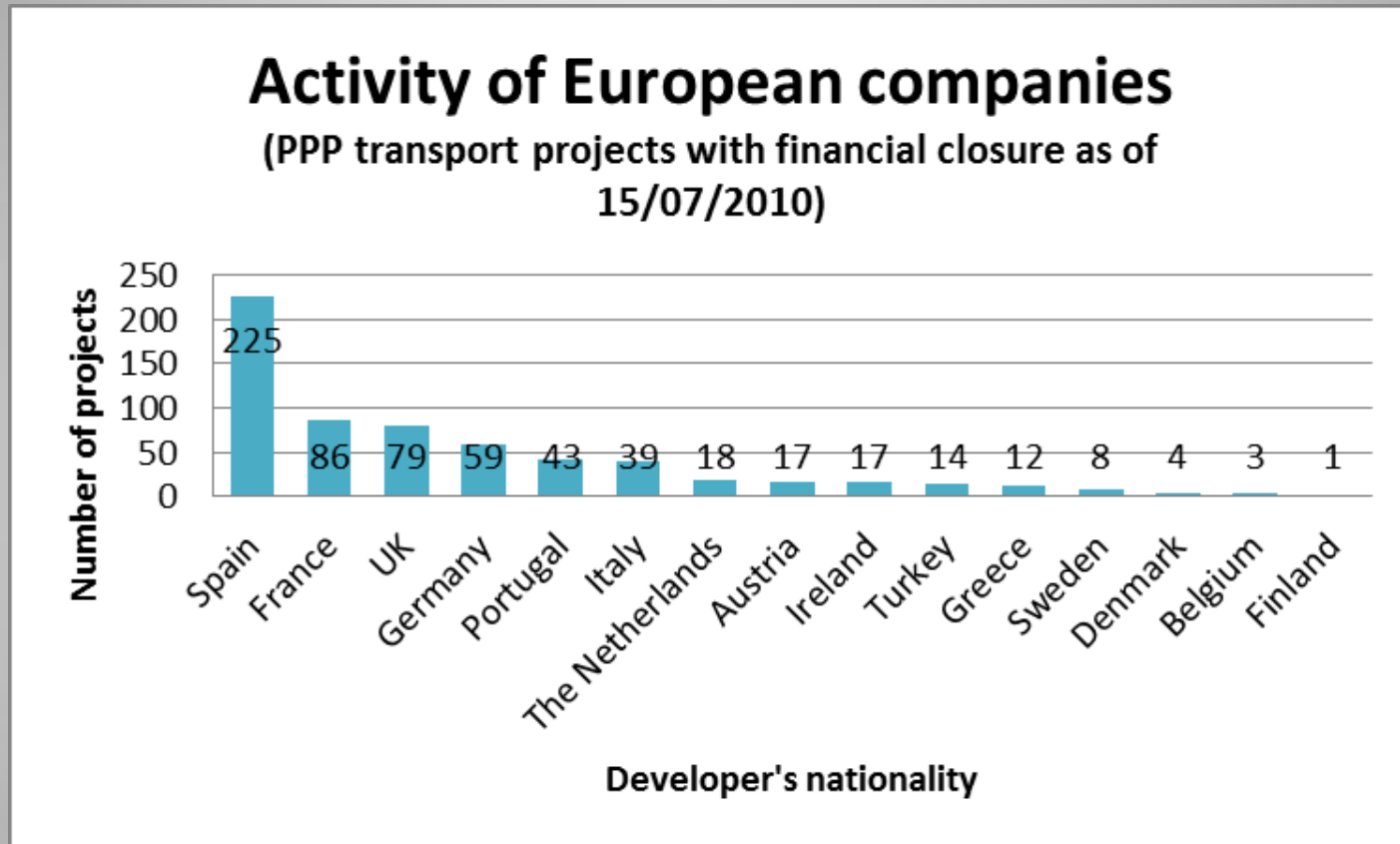
EIC companies share/Total European companies in PPP contracts worldwide (in %)

EIC Sector	Region									Grand Total
	Non OECD	OECD	Africa	Asia	Central/South America	Europe	Middle East	North America	Oceania/Australia	
Airports	39%	82%	80%	68%	23%	81%	100%	NA	85%	74%
Ports	75%	33%	86%	98%	12%	26%	NA	NA	0%	35%
Rails	55%	53%	77%	17%	17%	55%	NA	0%	48%	53%
Roads	77%	70%	57%	56%	86%	68%	100%	80%	62%	71%
Water	9%	23%	18%	8%	15%	20%	12%	4%	35%	15%
Total	37%	63%	45%	23%	66%	62%	13%	66%	50%	58%

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

- Clear european leaders in roads, airports & rail
 - Weak in water due to massive European non EIC competitors
- Clear european leaders in OECD, due to weight of roads & airports
 - ...as also happens in the Americas
- Small in non OECD due to large weight of water
 - ... as also happens in Asia and Middle East

Activity of European companies on PPP projects by developer's nationality



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

- Massive weight of Spanish companies
 - Possibly partially due to the fact that we give great importance to PWF's ranking

TOP TRANSPORTATION DEVELOPERS

By Number of Concessions

Company	Concessions/PPP Projects	
	Const./Operating*	Active Proposals
ACS/Iridium (Spain)	58	39
Global Via (FCC-Caja Madrid) (Spain)	41	27
Ferrovial/Cintra (Spain)	41	8
Abertis (Spain)	39	12
Vinci/Cofiroute (France)	33	17
Macquarie group (Australia)	33	13
OHL (Spain)	28	17
NWS Holdings (China)	26	2
Sacyr (Spain)	23	30
Acciona/Necso (Spain)	22	11
Hochtief (Germany)	22	11
Cheung Kong Infrastructure (China)	21	5
EGIS Projects (France)	20	25
Road King (China)	18	0
Bouygues (France)	17	21
Bilfinger Berger (Germany)	16	9
John Laing (UK)	16	4
BRISA (Portugal)	14	8
Alstom (France)	13	11
Grupo ICA (Mexico)	13	6
Impregilo (Italy)	12	6
Andrade Gutierrez (Brazil)	12	2
Strabag (Austria)	10	18
Atlantia/Autostrade (Italy)	10	8
Camargo Correa (Brazil)	9	3
Transurban (Australia)	9	1
Siemens (Germany)	8	11
Itinere (Spain)	8	5
Balfour Beatty (UK)	8	1
CCR Group (Brazil)	8	1
Skanska (Sweden)	7	5
KBR Brown & Root (US)	7	2
Bombardier (Canada)	6	6
Fluor (US)	6	4
Alfred McAlpine (UK)	5	0
SNC Lavalin (Canada)	4	13
Bechtel (US)	4	2
Royal Bank of Scotland (UK)	4	2

** number of road, bridge, tunnel, rail, port, airport concessions over \$50m capital put under construction/operation from Jan. 1, 1985 to Oct. 1, 2009 (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
... AND HOPE THAT THEY KEEP DOING SO IN SUCCESSIVE YEARS

Other activities of PPP working group

- Presented EIC's position paper in World Bank's PPP Days in Manila in March
 - Only speaker from the construction / development industry
- Participation in conference "Linking Cities to Finance" sponsored by the Cities Development Initiative of the Asian Development Bank
 - Only speaker from the European Construction Industry
 - Follow up: possible formation of a consultative panel of the private sector to which ADB would present PPP initiatives in which EIC could participate