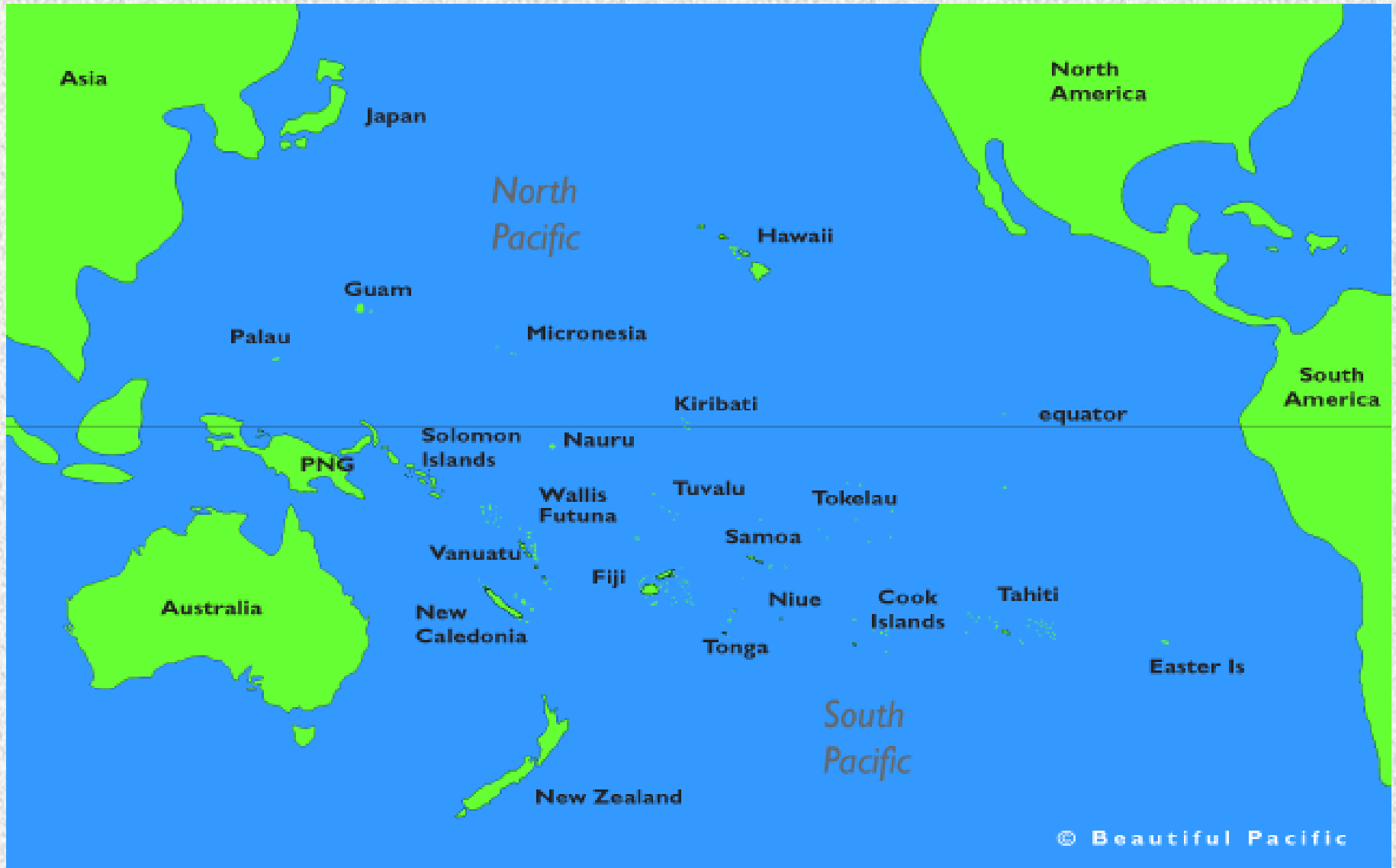




TALOFA LAVA!!









Progress and developments of PPPs in Samoa

MINISTRY FOR PUBLIC ENTERPRISES

Date: 5-8 November 2018

CONTENT:

1. Institutional framework
2. Recent developments
3. Next steps
4. Lessons learned

Institutional framework

- ❑ Framework for the planning and implementation of PPPs in Samoa 2014
- ❑ Privatization and PPP Division of the Ministry of Public Enterprises (MPE) and has facilitating and preparatory function
- ❑ Two levels of PPP decision making. .
 - PPP Steering Committee (MPE CEO (chair) with representatives from Ministry of Finance, Attorney General, Ministry of Commerce Industry and Labour and contracting authority)
 - Cabinet approval.
- ❑ Gateway approach ensures our social and market stability. Inclusion of local companies is crucial.

Recent developments PPPs

- ❑ 1st experiences in the power sector on a solar power plant
- ❑ Advancing Business plans for the following:
 - Road maintenance,
 - Airport non-aeronautical services
 - Port stevedoring activities
 - Landfill management PPP at the landfill site
 - Postal operations
 - Printing operations
- ❑ In close cooperation with SOEs, we have prepared a number of PPP business plans and ready for Cabinet approval.
- ❑ Great learning potential for our staff and other Government officials

What's next?

- ❑ Developing a future pipeline of potential PPPs – short and long term (depending on complexity and readiness of SOEs and private sector)

- ❑ Need positive results to demonstrate value added

- ❑ Capacity building is in progress:
 - PPP certification program
 - Beef up our capacities in PPP procurement processes and contract management.

Lessons learned Samoa experiences

- ❑ Small population (200,000), no economies of scale, no basis for Design, Build, Finance, Operate and Maintain (or BOTs or new concessions)
- ❑ Infrastructure PPPs (including capital investments) difficult to be implemented
- ❑ Service PPPs are what we are primarily looking at: incremental efficiency improvements in service delivery.
- ❑ We aim at improving existing processes at the SOEs: reducing O&M costs, increasing revenues, or rehabilitating of assets
- ❑ Transferring risk to the private sector is guiding principle: longer contract periods, 1 overarching O&M contract, PPP responsible for P&L bottom line

THANK YOU!!!!