

Project Finance & PPP*



Consulting for Public Private Partnerships

Improving services to the citizens is the central theme on the agenda of the central and local public administrations which are confronted with budgetary and human resources constraints. Given such aspects, the need for the involvement of the private sector in the management and delivery of public services becomes acute as the accession date approaches.

The need for investments in infrastructure, the negative impact of the existing differences between the desired and the actual standards/developments and their consequences on economic growth, job creation and social cohesion are aspects well acknowledged in Romania and the European Union likewise.

At the international level, the scarcity in budgetary resources unable to meet the need for investments in the public sector has led to finding new financing solutions for implementing public sector projects and delivering public services. PPP represents one of these solutions which gradually imposed itself and proved viable in countries having political will and enjoying strong support from local authorities.

The term public-private partnership (PPP) is not defined at Community level. In general, the term refers to forms of cooperation between public authorities and the world of business which aim to ensure the funding, construction, renovation, management or maintenance of an infrastructure or the provision of a service.

PPP becomes a viable alternative when certain criteria are met: there is proved value-for-money of the project, the project is feasible, there are enough funds to be allocated by the public authority or by the end user on the whole lifecycle of the project and the project is of interest for the private investors or grantors (EU funds included).

The benefits of PPP for the public sector consist in attracting private financing, taking advantage of the private sector's expertise in managing and implementing projects, cost reduction, and enhanced cost-benefits balance and better risk management. PPP as a form of co-operation between the public and the private sectors brings advantages in achieving common and tangible goals and avoiding some conflict of interests that might emerge from the public sector's involvement in profit-making/lucrative activities.

How can we help?

Our first objective is to help the public and private sectors in concluding PPP transactions. Our role consists in understanding and finding solutions to the complex issues emerging when PPP transactions are envisaged. The key to successfully conclude PPP agreements and achieving tangible results is to manage in an ethical and professional manner the entire complex process of PPP.

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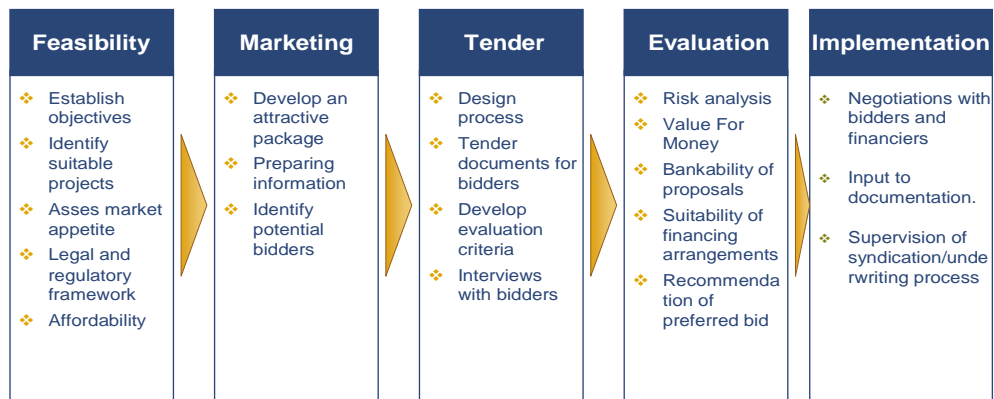
Our help for the public sector addresses all stages of the project: potential projects identification, project feasibility including value for money analysis, investors' identification and selection, drafting of partnerships agreement, fund raising and assistance in contract negotiation.

We can also assist you in engaging in partnerships with the private sector that allow for the delivery of efficient solutions at competitive prices.

International experience

Our portfolio of delivered and on-going PPP transactions stands as proof for the international experience that PricewaterhouseCoopers has acquired in the field of Project Finance and specifically, in providing advice to the public sector in the context of PPP. Almost 1,000 consultants' worldwide work on renowned projects which have received international recognition, PricewaterhouseCoopers holding for instance the title of "The Global Advisor of the Year" (2004) and "The PPP Advisor in 2004 for EMEA region: Leeds Hospital".

Our Services for the Public Sector

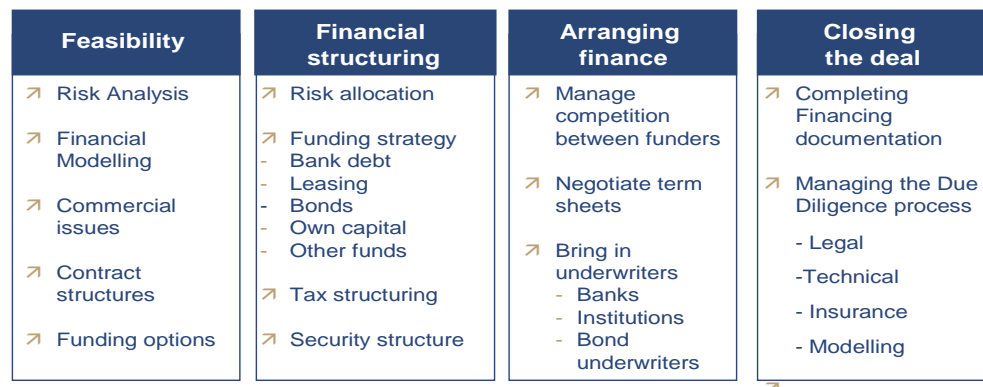


Target Best Value for Money - Optimise Risk Allocation - Ensure Deliverability for:

Sports, hospitals, military facilities, IT systems, schools and universities, roads, energy delivery, water and water sewage, penitentiaries, public buildings, social houses, street lighting

PRICEWATERHOUSECOOPERS

Our Services for the Private Sector



Optimise Funding Package to achieve a winning bid and maximise equity returns

PRICEWATERHOUSECOOPERS

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