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8th Annual Conference on

Operations, Maintenance and Tolling in the Road Sector

Experience So Far, Next Steps and Opportunities in TOT
November 13-14, 2018, Le Meridien, New Delhi



Organiser

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OPERATIONS, MAINTENANCE AND TOLLING IN THE ROAD SECTOR

Mission

- The level of activity in the operations, maintenance and tolling (OMT) segment has declined in the past three to four years. Since 2009, only about 20 projects spanning about 3,000 km have been awarded under OMT. At the state level, Madhya Pradesh, Karnataka, Maharashtra and Bihar have outsourced OMT to private players. The model has met with limited success due to the high level of exemptions, toll resistance, political pressures and lack of flexibility in concession agreements, etc.
- However, the toll-operate-transfer (TOT) model has created several opportunities in the OMT segment. The maiden tranche under TOT was awarded to a joint venture of the Macquarie Group and Ashoka Buildcon Limited at a bid price of about Rs 97 billion. Recently, the NHAI invited bids for the award of eight stretches under the second bundle of TOT at a concession value of Rs 54 billion.
- Meanwhile, the deployment of the electronic toll collection (ETC) system through FASTag has been on the rise. About 14-16 per cent of the country's toll collection takes place through digital means. The NHAI launched the MyFASTag and FASTag partner apps in order to facilitate the online sales of FASTag for ETC. On the technology side, new tolling techniques and payment mechanisms are being explored. The use of geospatial technologies like GPS, GIS and satellite imageries in road maintenance is on the rise.
- Going forward, the TOT model will provide a major boost to the road sector by channeling funds into the construction of new highway projects, which will further entail O&M works. The market for outsourced O&M services will grow manifold as players will increasingly exit build-operate-transfer and hybrid annuity-based operational projects. In fact, several global pension funds and private equity players are eyeing space due to the availability of a large pool of revenue-generating assets. At the state-level too, outsourcing of O&M services will gain traction in states such as Madhya Pradesh, Karnataka and Bihar.
- **The mission of this conference is to discuss the experience so far in the OMT segment, highlight the upcoming opportunities under the TOT model and draw attention to the key issues and concerns. It will also showcase technologies being deployed to ease operations on highways.**

Target Audience

- The conference is targeted at:
 - Road operators
 - Construction firms and contractors
 - Government agencies
 - OMT service providers
 - Road development agencies
 - Private equity players
 - Pension funds
 - Sovereign wealth funds
 - Financial institutions
 - Construction equipment providers
 - Road product and service providers
 - International financial agencies, etc.
 - Tollway companies
 - Infrastructure development organisations
 - Legal firms
 - Consultant organisations
 - Tolling technology providers

Previous Participants

The organisations that participated in our previous conference include AJS Scale, Amann Apollo, Ashbee Systems, Ashoka Buildcon, Atkins Global, Avery Weigh - Tronix, Axis Bank, Ayushajay Group, AZB & Partners, Balaji Enterprises, Bhopal Municipal Corporation, Bihar Road Development Corporation, CH2M Hill, CMA, CRISIL, CRRI, Delhi PWD, DIMTS, DP Jain, Eagle Infra, Eikon, Egis India, Elsamax India, Essae Digitronics, Essar Concessions, Essel Infra, EY, Ranka Commercial, Feedback Highways OMT, FEIG Electronics, Ferma, Frischmann Prabhu, Gayatri Projects, GMR, GR Infra Projects, Halcrow Consulting, Haryana State Road Development Corporation, HCC Infrastructure, Hindustan Colas, Hindustan Construction Company, Hi-Tex, ICICI Bank, IDBI Bank, IDFC, IJM, IL&FS Transportation Networks, Infra Advisors, IRB Infrastructure Developers, IRD South Asia, Jaipur Development Authority, JM Financial, JMC Projects, K&J Project, Kalpataru, Karnataka Road Development Corporation, Kathuria, Kazstroy, Kistler, Konkan Railway, L&T Financial Services, L&T IDPL, LEA Associates, Leotronics Scales, Linhoff India, Madhya Pradesh Road Development Corporation, Magnetic Autocontrols, Maharashtra State Road Development Corporation, Mapsko, Mark-o-line, MBL Infrastructures, Megha Engineering, MEP Infrastructure, Metro Infrasy, Mettler Toledo, Ministry of Road Transport and Highways, MPSRDC, Municipal Corporation of Delhi, NCC Infrastructure, Neology, NHAI, NHIDCL, Noida Toll Bridge Company, Oriental Tollways, Orissa PWD, Osa-Msk, Patel Infrastructure, PATH, PE Consulting, Invest into India, Perfect RFID, Piramal Roads, Power Electronics, PwC, Rajdeep Group, Ramboll India, Ramky Infrastructure, Reliance Infrastructure, Rice Lakes Weighing Systems, Roadis, SAI Consulting, SAPSBI Caps, SBI Macquarie, Second Vivekananda Bridge Tollway, Siemens, Sikkim PWD, Skylark Group, SMS Infrastructure, Soma Isolux, Srei Infrastructure Finance, STP Limited, Sun Capital, Tamil Nadu Road Sector Project, Telegra India, TERPL, Thames Side Sensors India, Topworth Infra, TransAsia, TRIL, Uniquest, Vaaan Infra, Vayaam Tech, Vendeka Information Systems, Vinci Concessions, Vishwakarma Infra, W. Giertsen Tunnel AS, Wipro Infotech, Wirtgen India, Zydex Industries, etc.

AGENDA/STRUCTURE

KEY TRENDS AND OUTLOOK

- ❖ What have been the key trends and developments in the OMT segment in the past few years?
- ❖ What are the emerging opportunities in the OMT and TOT segments?
- ❖ What are the key issues and concerns?

GOVERNMENT PERSPECTIVE

- ❖ What has been the government's experience with OMT projects so far?
- ❖ What are the key issues and challenges?
- ❖ What are the future plans and targets with respect to OMT concessions?

PROGRESS AND OPPORTUNITIES UNDER TOT

- ❖ What has been the progress so far under the TOT model?
- ❖ What is the experience with regard to the award of the first bundle?
- ❖ What are the upcoming opportunities under the model?

OPERATOR PERSPECTIVE

- ❖ What has been the experience of OMT concessionaires?
- ❖ What are their expectations from the TOT model?
- ❖ What are their main issues and concerns?

DEVELOPER VIEWPOINT ON OPERATIONS AND MAINTENANCE

- ❖ What is the current stance of private developers on outsourcing of O&M services?
- ❖ What has been the experience so far?
- ❖ What are their key issues and concerns? What are their expectations?

FOCUS ON TECHNOLOGY IN TOLLING

The key technologies to be covered in this session include:

- ❖ Electronic toll collection
- ❖ Weigh-in-motion
- ❖ Highway toll management systems
- ❖ Payment gateways

ROLE OF GEOSPATIAL TECHNOLOGY

- ❖ What has been the experience with regard to the use of geospatial technologies like GPS, GIS and satellite imageries in road maintenance and management?
- ❖ What are the global best practices?
- ❖ What are the key industry offerings?

FOCUS ON TOLLING PRACTICES

- ❖ What are the recent advancements in toll collection?
- ❖ What has been the experience in hybrid toll collection? What is the feasibility of NHAI's proposed pay-as-you-use tolling concept?

INVESTOR PERSPECTIVE

- ❖ What has been the investor experience in outsourcing of OMT services?
- ❖ What has been the investor experience in bidding under TOT?
- ❖ What is the current stance of investors on the acquisition of operational assets?

STATE-LEVEL INITIATIVES IN OPERATIONS AND MAINTENANCE

- ❖ What are the key initiatives taken by states to outsource OMT services?
- ❖ What steps are the states initiating to monetise the existing road assets?
- ❖ What are the key challenges in road maintenance?
- ❖ What are the future plans with respect to OMT concessions?

CONTRACTING PRACTICES AND LEGAL FRAMEWORK

- ❖ What are the current contracting practices? What are the global best practices?
- ❖ What are the contractual and legal risks and challenges for projects?
- ❖ What are the issues and challenges being faced especially with regard to GST implementation?

FOCUS ON COMMUTER SAFETY

- ❖ What are the needs and requirements related to road safety in India?
- ❖ What are the road safety measures taken (policy, equipment, materials, etc.)?
- ❖ What are the key issues and challenges?

SPOTLIGHT ON WAYSIDE AMENITIES ON HIGHWAYS

- ❖ What is the progress with regard to the development of wayside amenities?
- ❖ How has been the private sector's response?
- ❖ What are the key upcoming opportunities in this segment?

PROJECT SHOWCASE

- ❖ What are some of the noteworthy projects? What were the key success factors in the execution of these projects?
- ❖ What were the key issues and challenges faced?
- ❖ What lessons can be learnt from these projects?

Organisers

The conference is being organised by India Infrastructure Publishing, the leading provider of information on the infrastructure sectors. The company publishes *Indian Infrastructure* (a magazine on infrastructure policy and finance), *Power Line*, *tele.net* and *Renewable Watch*. It also publishes a series of research reports on the infrastructure sectors including *Road Development in India and Construction Materials Market*. It also publishes the *Roads & Bridges Directory* and *Yearbook and Road Development in India* (a weekly newsletter).

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Registration Form

I would like to register for the conference. I am enclosing Rs _____ vide cheque/demand draft no. _____ drawn on _____ dated _____ Company GST No. _____ in favour of **India Infrastructure Publishing Pvt. Ltd.** payable at New Delhi.

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	INR	GST @ 18%	Total INR	Total USD	INR	GST @ 18%	Total INR	Total USD
One delegate	18,000	3,240	21,240	354	22,500	4,050	26,550	443
Two delegates	30,000	5,400	35,400	590	37,500	6,750	44,250	738
Three delegates	42,000	7,560	49,560	826	52,500	9,450	61,950	1,033
Four delegates	54,000	9,720	63,720	1,062	67,500	12,150	79,650	1,328

There is a special low fee of Rs 5,000 per participant for PWDs and state road corporations.

There is a special fee of Rs 10,000 per participant for road operators.

- There is a 20 per cent "early bird" discount for those registering before October 25, 2018.
- Registration will be confirmed on the receipt of payment.
- To register online, please log on to <http://indiainfrastructure.com/conf.html>

Terms and Conditions:

- The conference is a non-residential programme. Full payment must be received prior to the conference.
- Conference fee includes lunch, tea/coffee and conference materials.
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