

14th Annual Conference on

ROAD DEVELOPMENT IN INDIA

Recent Trends and New Focus Areas;
Future Strategies and Outlook

August 26-27, 2019

Le Meridien, New Delhi



Knowledge Partner:



Construction
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9th Annual Conference on

OMT to TOT

Experience and Challenges; New
Opportunities in TOT and Future Outlook

August 28, 2019

Shangri-La's The Eros, New Delhi

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ROAD DEVELOPMENT IN INDIA

Mission

- The new government has yet again lined up big plans for the road sector. Its five-year roadmap entails the infusion of Rs 15 trillion in the highways sector. Plans are in place to resume work on all the stalled highway projects in the next 100 days. The government has also planned for the development of 22 greenfield expressways and a grid of roads. In a bid to revive private sector interest in the sector, about 3,000 km of projects will be bid out under the build-operate-transfer (BOT) route.
- Looking back, the sector has witnessed a major turnaround in activity thanks to the launch of new policies, business models, projects and programmes. Overall, the Ministry of Road Transport and Highways (MoRTH) has invested over Rs 11 trillion in the sector during the past five years. The hybrid annuity model (HAM) has met with success due to the government's proactive approach of obtaining all clearances prior to project award.
- On the financing front, the focus on listing assets under InvITs has grown and financial closures have been relatively easy to come by. Over 80 per cent of the projects awarded under HAM since 2016 have achieved financial closure. While the overall financing scenario has improved, a few big players with asset heavy portfolios have succumbed to the rising stress in the corporate debt market. That said, key players like HCC, Essel Infraprojects and Reliance Infrastructure are now looking at hiving off their existing portfolio to follow an asset light strategy.
- Meanwhile, the government's efforts to tap innovative means of financing continue to grow. Asset monetisation through the toll-operate-transfer (ToT) model has been taken up. The first bundle of nine highways spanning a length of about 680 km was monetised successfully for an investment of Rs 97 billion. The second bundle received a lukewarm response from investors and is being remodeled; meanwhile, the third bundle has been recently put up for bidding.
- The NHAI is also looking at bringing in equity partners for funding highway projects. It is likely to form an SPV for the Delhi-Mumbai expressway and seek equity participation.
- Going forward, mega projects such as Bharatmala, Setu Bharatam, Char Dham Connectivity, and the development of economic corridors will be the biggest investment drivers in the sector. The government has set tall targets for the next five years, highlighting plenty of opportunities. Besides, technology deployment will gain more traction in the times to come. Innovative ways of DPR preparation and software-enabled asset management strategies will go a long way in cost and time optimisation.
- **The mission of this conference is to highlight the emerging trends and new opportunities, examine measures to deal with the unresolved issues and showcase noteworthy projects, latest technologies and new construction techniques. The conference will also provide a platform to private developers, contractors, government officials, and equipment and technology providers to share their experience and exchange ideas.**

Previous Participants

Some of the participants at our previous conferences on "Road Development in India" include *ACO Systems and Solutions, ADCC Infocad, Ambuja Cement, Ammann Apollo, AMW Motors, Apco Infratech, Aranca, Arrow Machinery, Ashbee Systems, Asian Paints, Atlas Copco India, Axis Bank, Axis Capital, BASF, Bentley, Bergkamp, Bergkamp Bituminous Solutions, Bhageria Industries, Bharat Road Network Limited, BitChem, Border Road Organization, BPCL, Bureau Veritas, Charankattu Coir, Chhattisgarh Road Development Corporation Ltd, Choksey Chemicals, CPP Investment Board Advisors, CPWD, CSIR -Central Road Research Institute, Dalmia Bharat Cement, Dolat Capital, Dow Chemicals, Dozco (India), DP Jain, DSP Merrill Lynch Ltd, Edelweiss Financial Services, Elcome Technologies, Elsarnex Maintenance Services, EY, Essar Oil, Essel Highways, Essel Infra, Evonik India, Excellence Corporation, Fairmate, Feedback Brisa Highways, Fosroc India, G R Infraprojects, Giridhar Techfab, GMMCO, GMR Group, GMR Transportation, Government of Telangana, GP Global, GRI Club, Gulf Petrochem, HCC, Hindustan Colas, ICICI, IDFC, IIFCL, IL&FS Transportation Networks, IL&FS Trust Company, Infra Innovation Marketing Solutions, Institute for Steel Development & Growth, IOCL, J Rettenmaier, JCB, JSW Steel, JUSCO, Khator Technical Textiles, Kraton Polymers, L& T Infrastructure Finance, L&T ECC, L&T Infrastructure Development Projects Ltd, L&T Transportation Infrastructure, L.N Malviya, Linhoff India, LiuGong India, Maccaferri Environmental Solutions, Magnetic Autocontrol, Mahindra & Mahindra, Mark-O - Line, MBL Infrastructure, MEP, MoRTH, MSRDC, NCC Limited, Nexus Petro Energy LLP, NHAI, NHIDCL, NITI Aayog, Ooms Polymers, Organo Chemical Industries, Oriental Structures, Owens Corning, P E Consulting, Peak Infrastructure, PNC Infratech, Promat, PS Steel Tubes, PWD Dehradun, Quippo, R&M International, Ramjee Concrete, RDS Projects, Reliance Infrastructure, Rice lakes Weighing Systems, RITES, Safire Capital, SAGTA, Sapco Bitumen Company, SBI Caps, Second Vivekananda Bridge Tollway Company, Sitech India, Sojitz India, SRF Limited, STP Limited, Strategic Marketing and Team, Sunil Chemicals, Tata Capital, Tata Cleantech, Tata Finance Capital, Tata Hitachi Construction Machinery, Tata Steel, TCIL, Theme Engineering Service, TransAsia Infrastructure Group, Trimble Solution India, Ultra Tech, Uniquist Infra Ventures, Unison, UPEIDA, Urban Axis, Utkarsh Tubes & Pipes, Uttar Pradesh Expressway Industrial Development, V E Commercial, Volvo Group, Wirtgen, Yes Bank, Zydex, etc.*

AGENDA/STRUCTURE

KEY TRENDS AND OUTLOOK

- ❖ Trends and developments
- ❖ Outlook for the next two to three years
- ❖ Unresolved issues and challenges

MORTH'S PERSPECTIVE: SPOTLIGHT ON BHARATMALA PROGRAMME

- ❖ Progress so far
- ❖ Targets and achievements
- ❖ New areas of growth, vision for the next five years

NHAI'S PLANS AND TARGETS

- ❖ Achievements in project award and completion
- ❖ Future plans and targets
- ❖ Upcoming opportunities
- ❖ Expected mix of implementation models

FINANCING BHARATMALA PROGRAMME

- ❖ Investment requirement
- ❖ New funding sources and financing strategies
- ❖ Opportunities for lenders/investors, risks and challenges

THE ROAD AHEAD FOR GREENFIELD EXPRESSWAYS

- ❖ Noteworthy expressway projects
- ❖ Project economics and financing
- ❖ Issues and challenges

MODIFIED BOT (TOLL)

- ❖ Past experience and lessons learnt (NHAI, developers and lenders)
- ❖ Future plans and targets
- ❖ Expected amendments/policy changes

FOCUS ON THE HYBRID ANNUITY MODEL

- ❖ Progress so far
- ❖ Future targets and expected share of HAM going forward
- ❖ Issues and challenges

ROAD DEVELOPMENT IN THE NORTHEAST

- ❖ Progress so far; targets and achievements
- ❖ Upcoming opportunities
- ❖ Key issues and challenges

DEVELOPERS' VIEWPOINT

- ❖ Experience so far and unresolved concerns [HAM, BOT (toll) and EPC]
- ❖ Expectations from the new government
- ❖ Future strategies

CONTRACTORS' PERSPECTIVE AND EXPECTATIONS

- ❖ Experience so far and unresolved concerns
- ❖ Expectations from the new government
- ❖ Future strategies

STALLED PROJECTS: STRATEGIES AND SOLUTIONS

- ❖ Current scenario
- ❖ Key issues
- ❖ Resolution strategies

INVESTOR AND LENDER PERSPECTIVE

- ❖ Current stance of investors and lenders
- ❖ Alternative financing options
- ❖ Unresolved challenges

DISPUTE RESOLUTION AND ARBITRATION

- ❖ Experience so far and strategies for faster dispute resolution
- ❖ Cost and time overruns associated with arbitration
- ❖ Issues related to the selection of arbitrators

FOCUS ON ROAD DEVELOPMENT BY STATE AGENCIES

- ❖ Current status of state road development
- ❖ Noteworthy initiatives and upcoming opportunities
- ❖ Key issues and challenges

INNOVATIONS IN CONSTRUCTION EQUIPMENT AND TECHNIQUES

- ❖ Latest construction methods and techniques
- ❖ Emerging construction technologies and new industry offerings
- ❖ Experience with respect to equipment leasing

CREDIT RISK ASSESSMENT

- ❖ Experience so far
- ❖ Improving credit risk profiles of SPVs
- ❖ Key Challenges

PAVEMENT DESIGN, SUSTAINABILITY AND REHABILITATION

- ❖ Flexible pavements
- ❖ Rigid pavements
- ❖ Self-healing pavements
- ❖ New and innovative materials

VALUE ENGINEERING IN HIGHWAYS

- ❖ Value engineering to improve speed of construction and reduce construction costs
- ❖ Use of new technologies, materials and equipment
- ❖ Technical issues in the adoption of new technologies

PROJECT MONITORING: CHALLENGES AND PROGRESS

- ❖ Experience so far (developers, lenders and consultant)
- ❖ Management of costs and risks
- ❖ Innovation in practices

LAND ACQUISITION

- ❖ Experience so far (developers, lenders and investors)
- ❖ Key government initiatives
- ❖ Unresolved issues

Target Audience

The conference is targeted at:

- Road operators
- Government agencies
- Road development agencies
- OMT organizations
- Financial institutions and banks
- Construction firms and contractors
- Technology solution providers (GIS, RAMS, etc.)
- Road products (Geosynthetics, Steel, Bitumen, etc.) and service providers
- Coir Geotextile manufacturers
- Construction equipment providers
- Consultants
- Infrastructure development organizations
- International financial agencies
- Legal firms, etc.

OMT to TOT

Mission

The mission of this conference is to discuss:

- The experience so far in the OMT segment
- Highlight upcoming opportunities
- Showcase the latest innovations, most promising technologies and noteworthy projects

The conference will also provide a platform to O&M service providers, developers, contractors, investors, government officials and technology providers to share their experience and exchange ideas.

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
- Tollway companies
- Infrastructure development organisations
- Legal firms
- Consultant organisations
- Tolling technology providers
- Etc.

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, Ayush Ajay Construction, AZB & Partners, Balaji Enterprises, Bhopal Municipal Corporation, Bihar Road Development Corporation, Brijbhoomi Expressway, CH2M Hill, CMA, CRISIL, CRRI, Delhi PWD, Cube-Highways and Transportation Assets Advisors, DIMTS, DP Jain, DS Toll Road, Eagle Infra, Eikon, Egis India, Elsamex India, Essae Digitronics, Essar Concessions, Essel Infra, E&Y, Feedback Highways, FEIG Electronics, Ferma, Frischmann Prabhu, Gayatri Projects, GMR, GR Infra Projects, Halcrow Consulting, Haryana State Road Development Corporation, HCC, Hindustan Colas, Hi-Tex, ICICI, IDBI, IDFC, IHMCL, IJM, IL&FS Transportation, India Concrete Institute, Indo - HCM Project, Invest into India, IRB, IRD South Asia, Jaipur Development Authority, JM Financial, JMC Kalpataru Group, K&J Project, Kalpataru Power Transmission, Karnataka Road Development Corporation, Kathuria, Kazstroy, Kistler, Konkan Railway, L N Malviya Infra Projects, L&T Financial Services, L&T IDPL, LEA Associates, Leotronics Scales, Linhoff India, Link Legal, Madhya Pradesh Road Development Corporation, Magnetic Autocontrol, 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, National Payments Corporation of India, NCC Infrastructure, Neology, NHAI, NHIDCL, Noida Toll Bridge Company, Oriental Tollways, Orissa PWD, Osa-Msk, Patel Infrastructure, PATH, PE Consulting, Perfect RFID, Piramal Roads, Power Electronics, Prakash Asphaltings & Toll Highways, PwC, Qualix, Rajdeep Group, Ramboll India, Ramky Infrastructure, Ranka Commercial, Reliance Infrastructure, Rettenmaier India, Rice Lakes Weighing Systems, Roadis, SAI Consulting, SAP, SBI Caps, SBI Macquarie, School of Planning and Architecture, Second Vivekananda Bridge Tollway, Senlogic Automation, Sesaasai Business Forms, Siemens, Sikkim PWD, Skylark Group, SMS Infrastructure, SMS Limited, Soma Isolux, Soma Roadis, Srei Infrastructure Finance, STP, Sun Capital, Tamil Nadu Road Sector Project, Telegra India, TERPL, Thames Side Sensors India, Topworth Infra, TransAsia, TRIL, Unified Vision Capital, Uniquet, V R Techniche, Vaaan Infra, Vayaam Tech, Vendeka Information Systems, Vinci Concessions, Vishwakarma Infra, W. Giertsen Tunnel AS, Wipro Infotech, Wirtgen, Zydex, etc.

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).

AGENDA/STRUCTURE

TRENDS, DEVELOPMENTS AND OUTLOOK

- ❖ Key trends and the experience so far
- ❖ New opportunities and future outlook
- ❖ Issues and challenges

NHAI'S VIEWPOINT

- ❖ Experience so far - operations, maintenance and tolling of highways
- ❖ Upcoming opportunities
- ❖ Expectations from the industry

TOLL-OPERATE-TRANSFER MODEL: EXPERIENCE AND OPPORTUNITIES

- ❖ Experience under the first round
- ❖ Industry response to the subsequent rounds of bidding
- ❖ Upcoming bundles and expected timelines

DEVELOPER PERSPECTIVE

- ❖ Experience with outsourcing O&M services
- ❖ Expectations from the government
- ❖ Issues and concerns

INVESTOR/OWNERS' PERSPECTIVE

- ❖ Experience in outsourcing O&M services
- ❖ Opportunities under TOT
- ❖ Issues and concerns

NEW TOLL POLICY

- ❖ Key features
- ❖ Benefits and impact
- ❖ Stakeholder expectations

OPERATOR VIEWPOINT

- ❖ Experience of OMT concessionaires
- ❖ Expectations from the TOT model
- ❖ Issues and concerns

STATE-LEVEL INITIATIVES AND PROJECT SHOWCASE

- ❖ Experience so far and noteworthy projects
- ❖ Upcoming opportunities
- ❖ Issues and challenges

UPDATE ON NATIONAL ELECTRONIC TOLL COLLECTION PROGRAMME

- ❖ Progress so far
- ❖ ETC penetration
- ❖ Key challenges

FOCUS ON TECHNOLOGY SOLUTIONS

- ❖ Weigh-in-motion
- ❖ Highway toll management & intelligent traffic management systems
- ❖ Payment gateways
- ❖ GPS, GIS, etc.

BEST PRACTICES IN O&M

- ❖ Experience so far
- ❖ Steps for timely maintenance of highways
- ❖ Global best practices



REGISTRATION FORM

- I would like to register for the “ROAD DEVELOPMENT IN INDIA” conference (August 26-27, 2019, Le Meridien, New Delhi)
- I would like to register for the “OMT to TOT” conference (August 28, 2019, Shangri-La's The Eros, New Delhi)
- I would like to register for **both the conferences**
- 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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	Total INR	Total USD	Total INR	Total USD	Total INR	Total USD
One delegate	29,500	492	17,700	295	41,300	688
Two delegates	47,200	787	31,860	531	67,850	1,130
Three delegates	64,900	1,082	46,020	767	94,400	1,573
Four delegates	82,600	1,377	60,180	1,003	120,950	2,016

- There is a 20 per cent “Early bird” discount for those registering before August 6, 2019.
- There is a special low fee of Rs 5,000 per participant for PWDs and state road corporations. GST @18 per cent is applicable on the registration fee.
- Registration will be confirmed on receipt of the payment.
- To register online, please log on to <http://indiainfrastructure.com/conf.html>

Payment Policy:

- Full payment must be received prior to the conference.
- Conference fee includes lunch, tea/coffee and conference material.
- Payments for “early bird” registrations should come in before the last date of discount. Discount offers cannot be combined with any other offer.
- Conference fees cannot be substituted for any other product or service being extended by India Infrastructure Publishing Pvt. Ltd.

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