संख्या: 10(1)/प्रमुख अधि./निदेशक/लोनिवि/2018/6240 दिनांक 4/10/2018

सेना में

प्रमुख गृहयुद्ध अभियंता(अभ.),
लोनिवि, ऐमएसओ भवन,
नई दिल्ली।

प्रमुख गृहयुद्ध अभियंता(परिष.),
लोनिवि, ऐमएसओ भवन,
नई दिल्ली।

विषय: Request for delegate nomination Eighth Annual Conference on Operations, Maintenance and Tolling in the Road Sector November 13-14 at Le Meridien, New Delhi.

सदन:

उपरोक्त विषय पर प्राप्त पत्र की प्रतिलिपि संलग्न की जा रही हैं। आपसे अनुरोध है कि उपरोक्त प्रशिक्षण हेतु हस्ताक्षर अधिकारियों के नामांकन इस कार्यालय को दिनांक 10/11/2018 तक भेजवाए।

संलग्न अपरेक्षणानुसार।

प्रतिलिपि: लोनिवि वेबसाइट।

सहायक प्रशासनिक अधिकारी

(सुवर्णनी)

2018/6240/दिनांक 4/10/2018
OM1/2018/0101

Mr Rakesh Kumar Agrawal
SDG
PWD, Delhi
New Delhi

Request for delegate nomination: Eighth Annual Conference on Operations, Maintenance and Tolling in the Road Sector,
November 13-14 at Le Meridian, New Delhi

September 25, 2018

Dear Mr Agrawal,

I am pleased to inform you that Indian Infrastructure magazine is organizing its 8th annual conference on Operations, Maintenance and Tolling in the Road Sector, on Nov 13-14, 2018 at Le Meridian, New Delhi.

The theme this year is “Experience So Far, Next Steps and Opportunities in the TOT Model”.

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.

The conference is targeted at: Road operators • Pension funds • Tollway companies • Construction firms and contractors • Sovereign wealth funds • Infrastructure development organizations • Government agencies • Financial institutions • Legal firms • OMT service providers • Construction equipment providers • Consultant organizations • Road development agencies • Road product and service providers • Tolling technology providers • PE players • International financial agencies Etc.

Delegate Fees: There is a special low fees of Rs 5000 for PWD and State Road Corporations.

Thanks and Regards

Tania Agarwal | Assistant Manager - Conferences
India Infrastructure Publishing Pvt Ltd | B-17, Qutab Institutional Area | New Delhi - 110016
Direct: +91-911-4607835 | Mobile: +91 9711588987
Email: tania.agarwal@indiainfrastructure.com
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
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 project under TOT was awarded to a joint venture of the Macphee Group and Ashoka Buildcon Limited at a bid price of about Rs 97 billion. Recently, the NHAI invited bids for the award of eight tranches 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 take 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 technical front, new tolling techniques and payment mechanisms are being explored. The use of geospatial technologies like GPS, GIS and satellite imagery 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 enable O&M works. The market for outsourced O&M services will grow manifold as players will increasingly opt for build-operate-transfer and hybrid annuity-based operational projects. In fact, several global pension funds and private equity players are eyeing the sector 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
  - O&M 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

[Image of previous participants]

For more details, contact us at info@indianinfrastructure.com or visit us at www.indianinfrastructure.com
November 13-14, 2018, Le Meridien, New Delhi

AGENDA/STRUCTURE

KEY TRENDS AND OUTLOOK
- What has 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 key 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
- Weight-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 imagery 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-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 operations?

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 monetize 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 recent advancements related to road safety?
- 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?
# 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

## Registration Form

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

Please send wire transfer payments to:

**Beneficiary:** India Infrastructure Publishing Private Limited  
**Bank Name:** The Hongkong and Shanghai Banking Corporation Ltd  
**Bank Address:** R-47, Greater Kailash-1, New Delhi-110046, India

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## Registration Fee

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There is special low fee of Rs 5,000 per participant for PWCs 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](http://IndiaInfrastructure.com/conf.html)

### Terms and Conditions:

- The conference is a non-residential program. Full payment must be received prior to the conference.
- Conference fee includes lunch, breaks, and conference materials.
- Conference fees cannot be substituted for any other product or service being offered by India Infrastructure Publishing Pvt. Ltd.

For delegate registrations and sponsorship opportunities, contact:

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Sponsorship opportunities are available.

"Early Bird" discount ends on October 25, 2018

*Register Now* and save 20 per cent."