

#### दिल्ली सरकार कार्यालय प्रमुख अभियंता, लो०नि०वि०, १२वां तल, बहु—मंजिला भवन, इंद्रप्रस्थ संपदा, नई दिल्लीः ११०००२ ®२३४९०२६०, २३७२४५६०, २३३३११२९३ फैक्स २३३१९०२१



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संख्या:10(1) / प्रमुख अभि: / निदेश	क / लोनिव / 2018 / 6240	दिनांक <b>५//0/</b> 2018
सेवा में प्रधान मुख्य अभियंता(अनु.), लोनिवि, एमएसओ भवन, नई दिल्ली ।	, प्रधान मुख्य अभि लोनिवि, एमएसर नई दिल्ली ।	
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# INDIAN INFRASTRUCTURE

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September 25, 2018

Mr Rakesh Kumar Agrawal SDG PWD, Delhi

OMT/2018/0101

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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

Dear Mr Agrawal,

I am pleased to inform you that Indian Infrastructure magazine is organizing its 8<sup>th</sup> 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: +91-011 - 46078357| Mobile: +91 9711588987

Fmail: tania.agarwal@indiainfrastructure.com

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



# OPERATIONS, MAINTENANCE AND TOLLING IN THE ROAD SECTOR

#### Misision

- 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
- However, the tell-operate-transfer (TOT) model has created several opportunities in the OMT segment. The maiden transfer (TOT) model has created several opportunities in the OMT segment. The maiden transfer (TOT) model has created several opportunities in the OMT segment. 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 Likes place Grough digital means. The NHAI launched the MyFASTag and FASTag partner apps in order to facilitate the online sales of FASTag for ETC. On the technologies, new tolling techniques and payment mechanisms are being explored. The use of geospatial technologies like GPS, GIS and satellite imagerics in
- 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 0&M works. The market for outsourced 0&M services will grow manyfold 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. A 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.

#### farget Audience

- The conference is targeted at:
  - Road operators
  - Construction firms and contractors
  - Covernment 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

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## November 13-14, 2018, Le Meridien, New Delhi

#### AGENDA/STRUCTURE

#### KEY TRENDS AND OUTLOOK

- What have been the key trends and developments in the OMT segment in the past
- 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 0&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 lechnologies 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 NHAl'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 operation.

#### 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 assess
- 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?

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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

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One delegate	18,000	3,240	35,400	590	37,500	6,750	44,250	738
Two delegates	30,000	5,400	49.560	826	52.500	9,450	61,950	1,033
Three delegates	42,000	7,560		100000000000000000000000000000000000000	67,500	12.150	79,650	1,328
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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.

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