

**UNITED NATIONS - ECONOMIC AND SOCIAL COMMISSION FOR ASIA AND THE PACIFIC (ESCAP)**

Capacity-Building Workshop on Model Contract for Dry Port Development through Public-Private Partnerships (PPP)

	24 May	25 May	26 May
08:30 – 09:00	<b>Registration</b>		
09:00 – 10:30	<p>1. Opening / Introduction on Dry Ports (<i>Pierre Chartier – ESCAP</i>)</p> <p>2. PPP and Dry Ports + Intro to the Case Based Exercise (<i>Mathieu Verougstraete - ESCAP</i>)</p> <p><u>Exercise: Project Characteristics &amp; Output Specification</u></p>	<p><i>Site Visit “Lat Krabang ICD”</i></p>	<p>12. <b>Regional Dry Port Experience</b> (<i>Peter Hodgkinson</i>)</p> <p>13. Developing Contracts / Introducing Model Provisions (<i>Mr. Abhaya K. Agarwal, Partner, Infrastructure and PPP, E&amp;Y India</i>)</p>
10:30 – 11:00	<b>Coffee break</b>		
11:00 – 12:00	<p>3. Defining Dry Port Characteristics and Output Specifications</p> <p>4. Considering the Issues of Capital Investment and Number of Operators</p> <p>(<i>Mr. Abhaya K. Agarwal, Partner, Infrastructure and PPP, E&amp;Y India</i>)</p>		<p>14. Considering the Issues of Termination, Hand-back and Contract Management Provisions (<i>Mr. Abhaya K. Agarwal, Partner, Infrastructure and PPP, E&amp;Y India</i>)</p>
12:00 – 13:00	<b>Lunch break</b>	<b>Lunch break</b>	<b>Lunch break</b>
13:00 – 14:30	<p>5. <b>Bhutanese Dry Port Experience</b> (<i>Official</i>)</p> <p>6. Allocation Project Risks (<i>Mathieu Verougstraete - ESCAP</i>)</p> <p><u>Exercise: Risk Allocation</u></p>	<p>9. <b>Cambodian Dry Port Experience</b> (<i>Official</i>)</p> <p><u>Exercise Project Structuring</u></p>	<p>15. <b>Laotian Dry Port Experience</b> (<i>Gov. Official</i>)</p> <p>16. PPP Project Cycle (<i>Mathieu Verougstraete - ESCAP</i>)</p> <p><u>Exercise: Procurement</u></p>
14:30 – 15:00	<b>Coffee break</b>	<b>Coffee break</b>	<b>Coffee break</b>
15:00 – 16:30	<p><u>Exercise: Risk Allocation (Continued)</u></p> <p>7. Considering the Issues of Demand Risk and Land Ownership (<i>Mr. Abhaya K. Agarwal, Partner, Infrastructure and PPP, E&amp;Y India</i>)</p> <p>8. <b>Private Sector’s perspective</b> on PPP and Dry Port (<i>Mr. Deog Hee, Head of Operation at Uiwang ICD Co., Ltd., Republic of Korea</i>)</p>	<p>10. Considering the Issues of Custom Clearance, Payment Mechanisms, Revenue Rights &amp; Fiscal Incentives (<i>Mr. Abhaya K. Agarwal, Partner, Infrastructure and PPP, E&amp;Y India</i>)</p> <p>11. <b>Myanmar Dry Port Experience</b> (<i>Official</i>)</p>	<p><u>Exercise: Procurement (Continued)</u></p> <p>17. Considering the Issues of firm qualification, bidding criteria and procurement plan (<i>Mr. Abhaya K. Agarwal, Partner, Infrastructure and PPP, E&amp;Y India</i>)</p> <p>18. Feedback and Conclusions</p>