

# Success Stories in PPP Ports in India.....**what are the lessons?**

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**Mumbai**

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**Generally speaking, do you think PPP Port projects have been successful in India?**



# Some examples of Success Stories...

NSICT and GTL at JNPT

Mundra

Jaigarh

Pipavav

Krishnapatnam

Gangavaram

Chennai's two Container Terminals

Hazira

## And some which have not yet seen success...

JNPT 4

Indira Container Terminal, Mumbai

Nargol

Kattupalli

Terminalisation at major ports

Rewas

Dahej Bulk Terminal

...and many more!

# Key reasons for success

Sound project preparation

Financially strong and experienced developer

Market demand led

Helpful Government/politicians

Ability to navigate the maze of obstructions

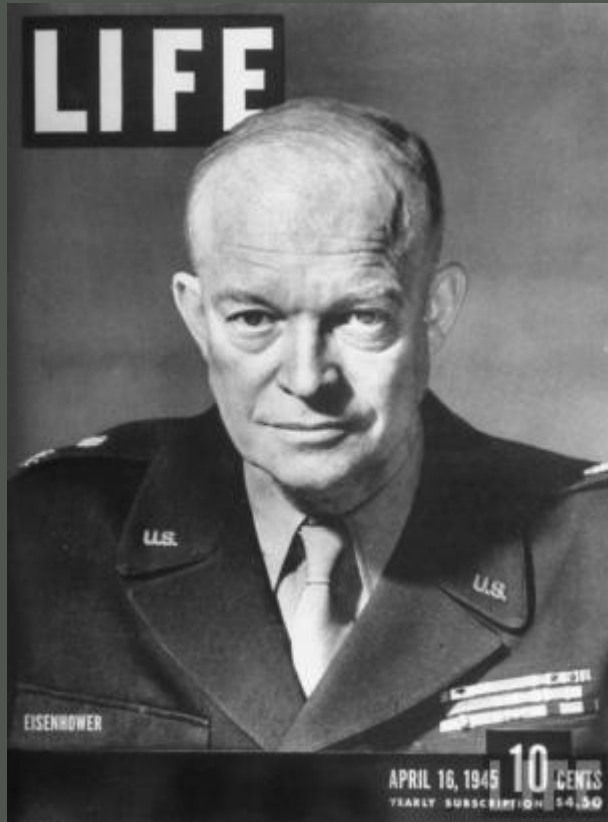
Technically strong team in partnership with a good consultant

Land availability

No Environmental or Social show stoppers

Legal clarity

# Sound project preparation



“In preparing for battle, I have always found that plans are useless but planning is indispensable...”

EISENHOWER

# Financially strong and experienced developer

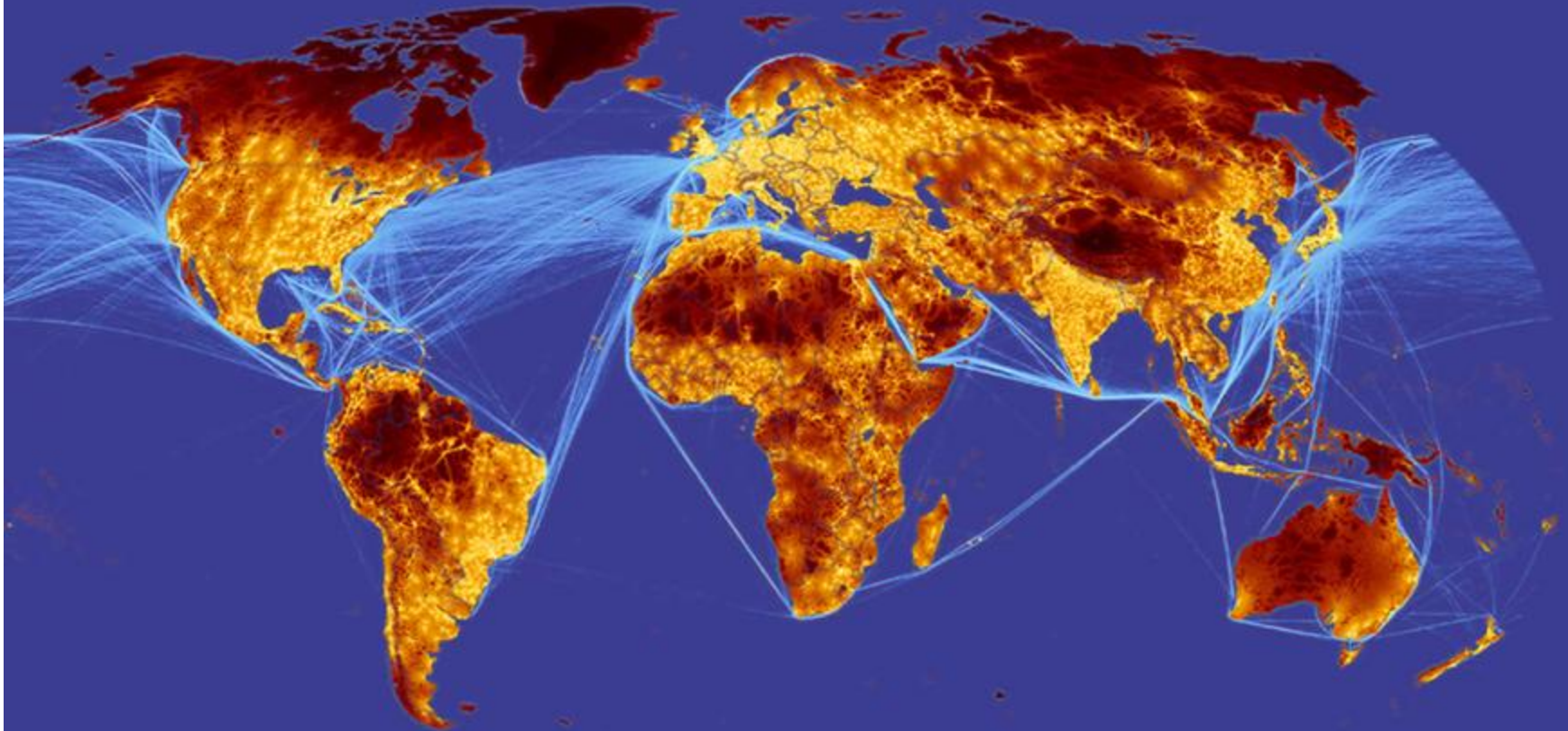


**DP WORLD**





# Location : Market led demand?...or build it and they will come?





# Helpful Government and politicians...



# Ability to Navigate through the maze of obstructions...



# Technically strong team with professional management and good consultants





# Land availability

## Govt to strip land bill of sticky clauses, let states decide

## Govt may restore toned down consent clause to land buy bill

TIMES NEWS NETWORK

New Delhi: The government

### DISSENT OVER CONSENT

Under the UPA law, land The govt's amendment

Coal, insur bills clear

## 'Any land bill clause seen as anti-farmer will be dropped'

TIMES NEWS NETWORK

**New Delhi:** With the early enactment of the land acquisition bill looking uncertain, PM Narendra Modi on Friday reached out to opponents for support with the promise that his government was ready to drop any provision in the bill which was considered to be anti-farmer.

FULL COVERAGE: P 26

Modi also emphasized that passage of the land bill would be particularly beneficial for eastern UP, Bihar,

**“We should not have ego that there can be nothing better than what we did. When you passed the Land Act (in 2013), we stood shoulder to shoulder with you... If you feel there are still any shortcomings (in the land bill), I am ready for any changes in it**

PM NARENDRA MODI

West Bengal, Assam, Odisha, eastern Andhra Pradesh and the northeast — an assertion interpreted as a pitch aimed

at regional parties like SP, JD (U), BJD, BSP, TRS and others who can help the government overcome its number handicap in Rajya Sabha.

However, even as the PM struck a conciliatory note and argued that parties should rise above partisan considerations to take a stand, he was not apologetic about seeking to discard the law enacted under the UPA government. He maintained that the existing law was flawed and needed to be changed.

► Continued on P 26

## 'Land bill will save India Inc from hidden costs'

AGE CORRESPONDENT

NEW DELHI, DEC. 21

Dismissing apprehensions that the Land Acquisition Bill will hinder the setting up of manufacturing units, Congress vice-president

He gave the example of the Tatas in West Bengal to drive his point. "Take the Tata example in West Bengal. The absence of the law is what allowed political mobilisation that cost the Tatas," said Mr Gandhi.

come," said Mr Gandhi. He said that the Land Acquisition Bill is a well-thought-out document. "Politics of this country is changing and the level of transparency are increasing," added Mr Gandhi.

## Govt prepares to push ahead on land bill as oppn digs in to stall it

### BJP To Run Into A United Front In Rajya Sabha

TIMES NEWS NETWORK

**New Delhi:** The Narendra Modi government is unlikely to immediately step back on the land acquisition ordinance despite the opposition uniting against the Centre's

### Kejriwal to join Anna on dharna today

Calling Anna Hazare a "father figure", deputy CM Manish Sisodia on Tuesday said he and CM Kejriwal would join his dharna against the land ordinance on Tuesday. P 5

move to make it easier for industrial and infrastructure projects to acquire land in an attempt to boost investment.

Anna Hazare and Delhi CM Arvind Kejriwal will come together on the same platform on Tuesday while Congress, which piloted the new law in 2013, will hold a

### GOVT WILL PROTECT FARMERS: PREZ

KEJRI EFFECT? President's first address to Parliament after BJP's debacle in Delhi stresses govt's focus on development for all

- President says govt attaches 'paramount importance' to safeguarding farmers' interests
- Land Act refined to minimize procedural difficulties in acquiring land for critical public projects
- Steps being taken to stop generation of black money within India and abroad
- Stricter measures soon to deal with corruption but with safeguards to protect bonafide decisions and inspire confidence in bureaucracy
- GDP growing at 7.4% and inflation at a record low
- One-stop crisis centres in

every state to provide medical aid, police help, temporary shelter and counselling to women affected by violence

► Govt to push reforms in railways and focus on better services, safety and increased freight movement

► Prez makes repeated references to S P Mookerjee, Deendayal Upadhyaya & A B Vajpayee; doesn't invoke Nehru-Gandhi family



### Modi walks over to Sonia, greets her

Reaching out to the opposition moments before the Budget session began, PM Narendra Modi walked across to the opposition benches and greeted Sonia Gandhi, reports Himanshi Dhawan.

Modi exchanged words with the Congress chief and Mallikarjun Kharge and then went on to greet SP's Mulayam Singh and BJD's H Mahab. Outside Parliament, he told the media, "I believe the Budget session will proceed in a very good atmosphere... and will serve as an opportunity to do good together." P 10

the government knew it lacked the numbers in Rajya Sabha to push through the Bill but went ahead to stamp its pro-reform image with an expectant industry that has painted the provisions of the UPA law as "anti-growth".

► Continued on P 10



# Environmental and Social Clearance



# Legal Clarity





# State Ports vs Major Ports - Models

- TAMP

- Lab

- Con

- Co-

- Port

- Clar

While the tariffs for the Major Ports are regulated by the Tariff Authority for Major Ports (TAMP), the Non-Major Ports under the States are free to set their tariffs based on the competition. This has put the Major Ports in a disadvantageous position in offering competitive tariffs as compared to Non- Major Ports. The existing method of fixing tariffs by TAMP is contrary to international best practice and leads to various anomalies. This has also led to tariff differentiation between berths at the same port. The port tariffs needs to be deregulated in the commodities where sufficient competition is available.

- Maritime Boards in only a few states

# Conclusion and Lessons Learnt..



# BMT Consultants India

300+ port and logistic projects in India in 9 years





**Thank you!**

