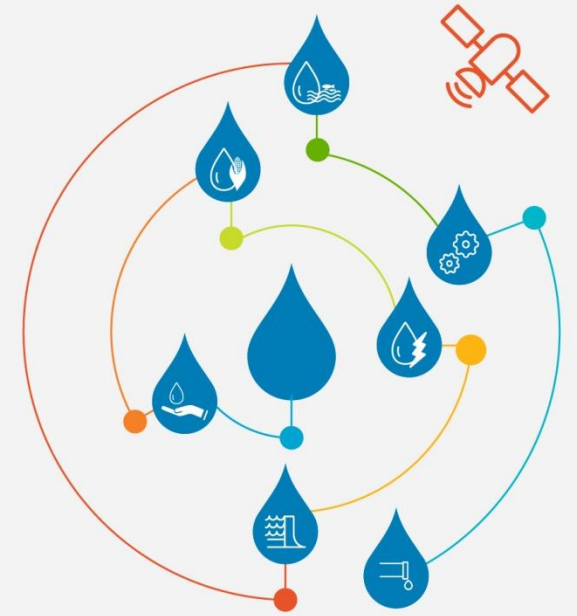


Innovative Approaches to PPP Contract Modalities in the Philippine Water Sector



Virgilio C. Rivera, Jr.

COO - New Business, Manila Water Company, Inc

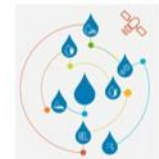
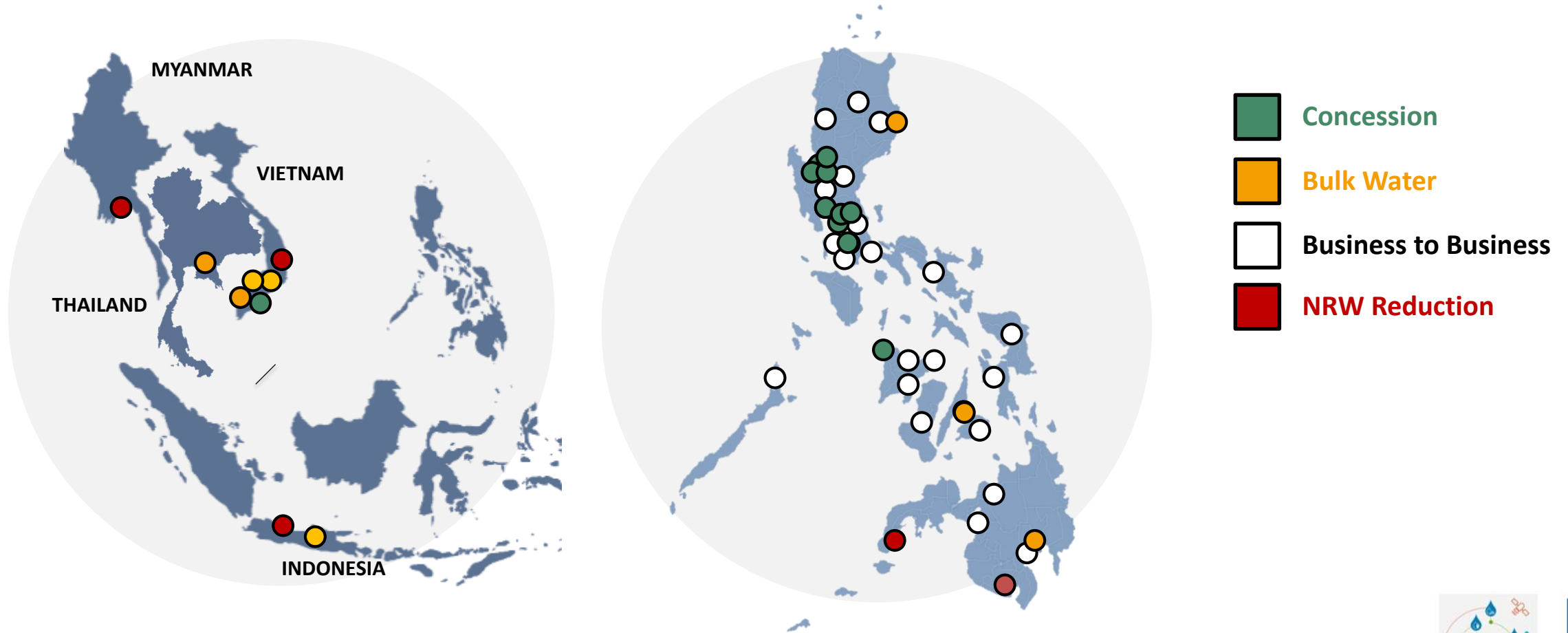
October 02 to 04, 2018

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ADB

Manila Water's Business Footprint in the PH and in Southeast Asia

Achieved through Innovative PPP Modalities



Key Messages

1

Manila Water as one of the pioneers in innovative contractual PPP modalities in the PH and ASEAN Water Sector.

Examples of Manila Water's PPP modalities rooted on stakeholder management and quality execution and delivery developed through the **MWSS Concession**.

2

Key Success Determinants for Innovative PPP Modalities

Key Messages

1

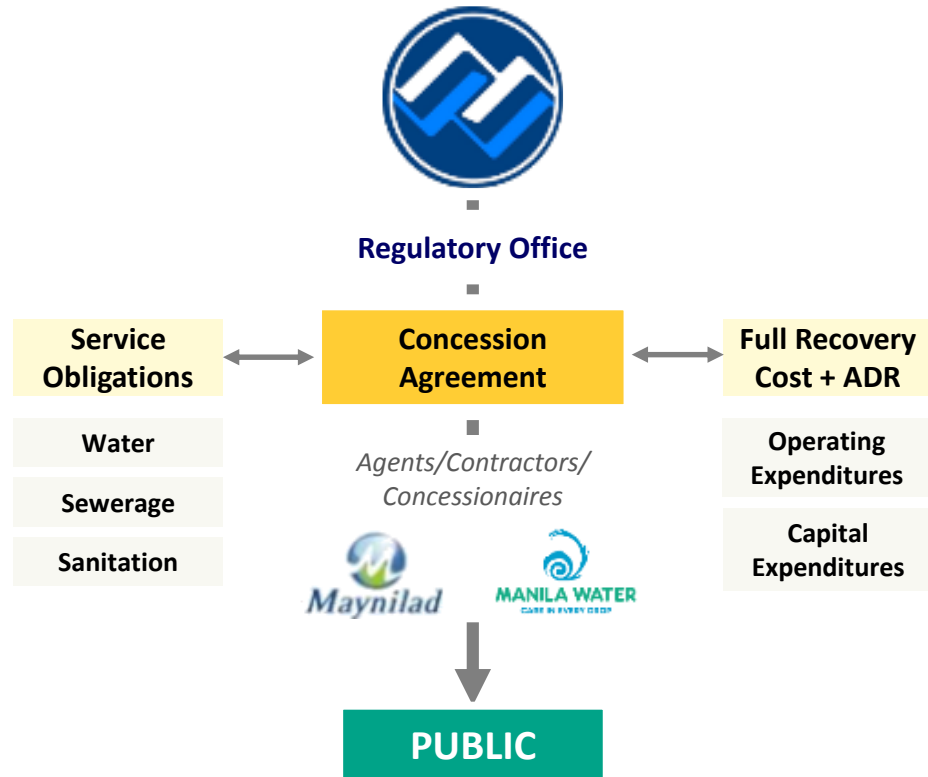
Manila Water as one of the pioneers in innovative contractual PPP modalities in the PH and ASEAN Water Sector.

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2

Examples of Manila Water's Innovative PPP Modalities

MWSS Concession: Regulation by Contract Approach in Concession Agreements



1

Regulation by Contract

2

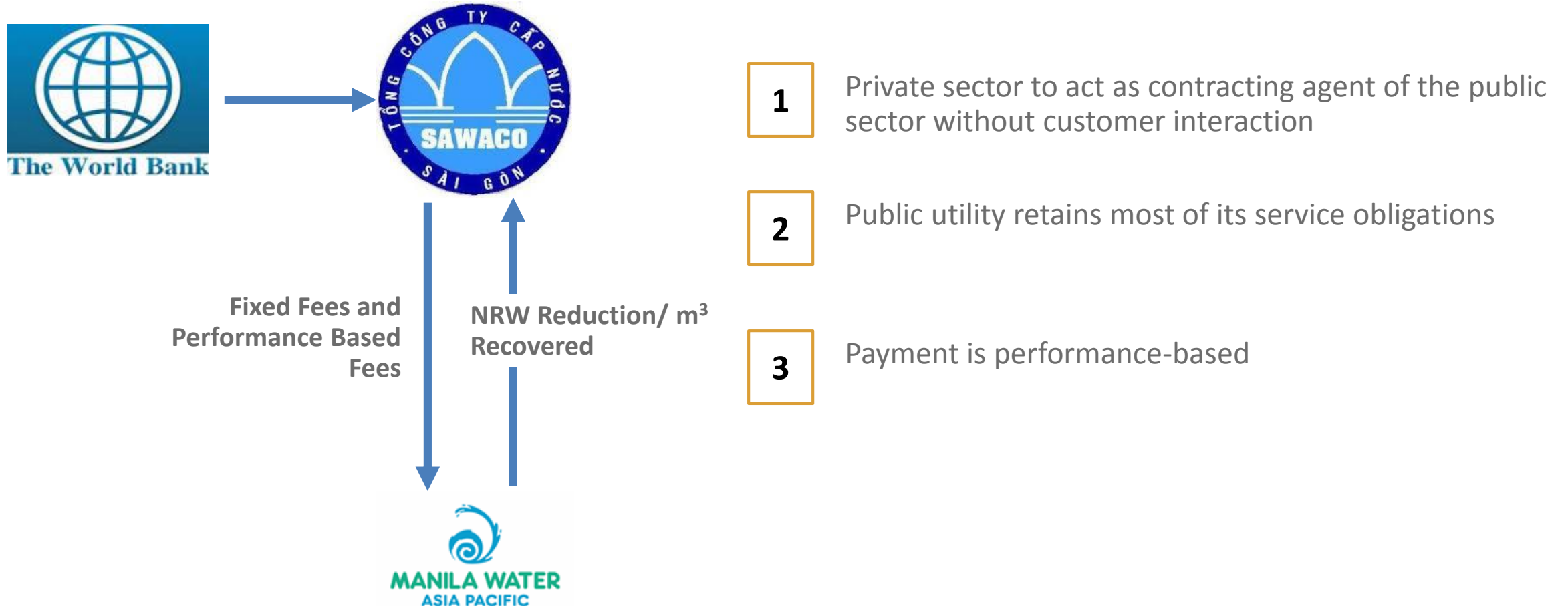
Heavy Investment by Private Sector + O&M

3

S-E-T Equivalence + Rate Rebasing. Tariff level will be determined to match the investment.

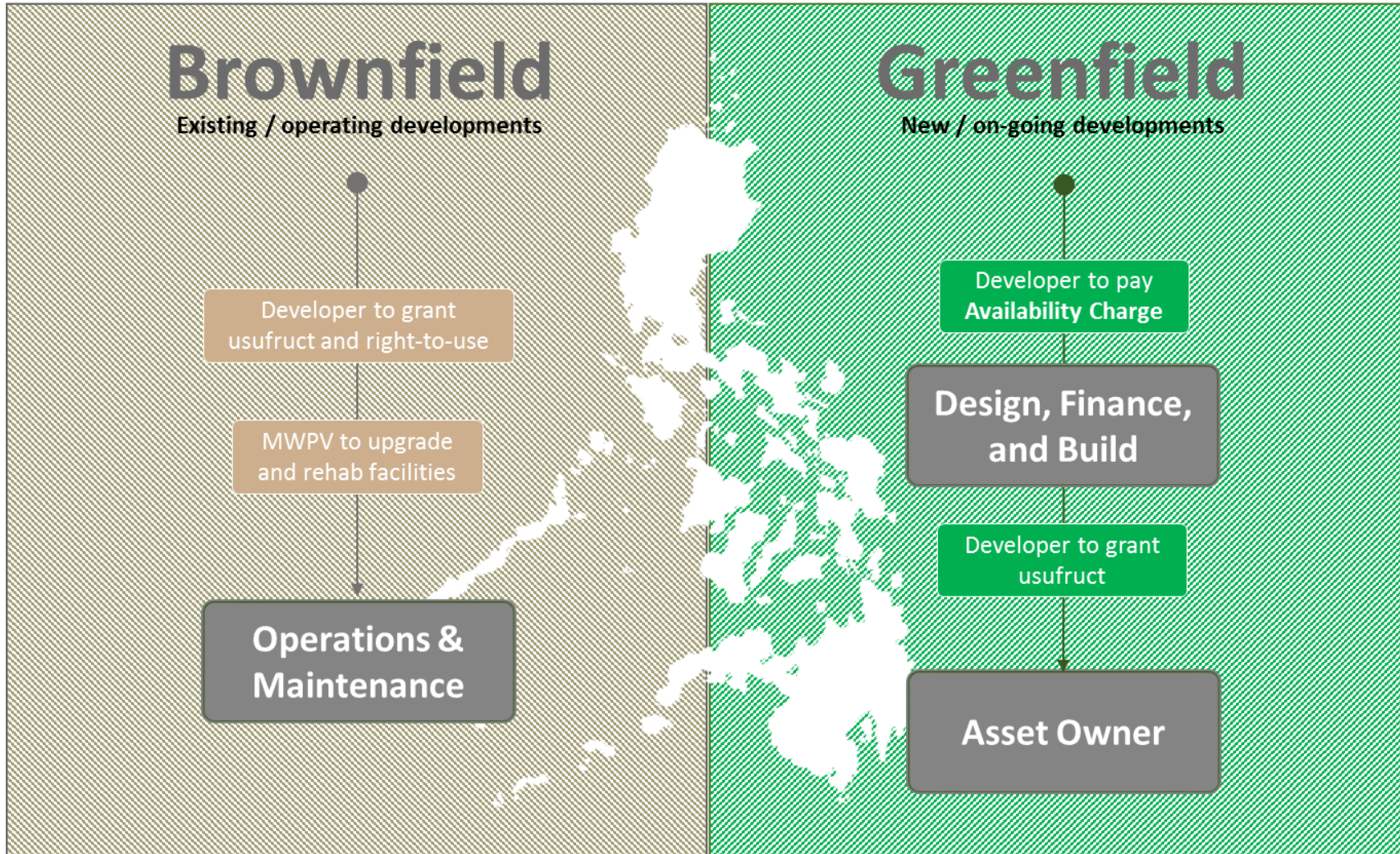
Examples of Manila Water's Innovative PPP Modalities

Non-Revenue Water Reduction: Avenue for Performance-Based Contracts



Examples of Manila Water's Innovative PPP Modalities

Business-to-Business: A variation of the Build-Operate-Own Modality



1

Provision of fully integrated service: master plan, long-term operations and maintenance, and regulatory management

2

Replication of B-O-O in a B2B setting

3

Sharing in out-performance

Key Messages

1



2

**Key Success Determinants
for Innovative PPP
Modalities**

Key Success Determinants for Innovative PPP Modalities

Addressing Fundamental Challenges to enable scale-up application in Asia-Pacific Region

Dynamic
Regulatory Model

Demand and
Pricing anchored
on S-E-T
Equivalence

Operator's
Competence

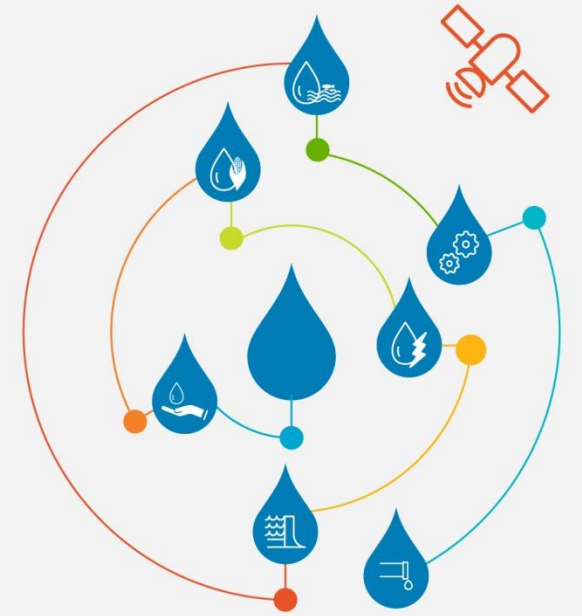
Appropriate Risk-
Allocation for
Business Viability

Quality Execution
and Delivery of
Desired Benefit

Establishing an
accurate baseline

Sharing in out-
performance

Thank You!



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