



7th Annual Conference on

Operations, Maintenance and Tolling in the Road Sector

Experience So Far and Potential for TOT

November 1-2, 2017, Le Meridien, New Delhi



Organiser



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*Lead and Co-sponsor slots available

OPERATIONS, MAINTENANCE AND TOLLING IN THE ROAD SECTOR

Mission

- The market potential for the operations, maintenance and tolling (OMT) segment in the road sector continues to grow. It is largely driven by the government's focus on increasing the pace of project award and completion. Moreover, the newly launched toll-operate-transfer (TOT) model is expected to step up demand and competition owing to the increasing focus on asset recycling.
- The first round of bidding for TOT projects is to be held shortly. Initially, 75 public-funded national highway projects with an aggregate length of 4,500 km and an annual toll revenue collection of around Rs 27 billion will be auctioned.
- Further, the increasing acquisition of operational projects by private equity investors is expected to drive the demand for specialised OMT services.
- Meanwhile, the award of OMT contracts by the National Highways Authority of India (NHAI) has slowed down in the past two to three years. This can be attributed to factors such as lack of flexibility in contract agreements, a shorter concession period, the limited presence of specialised OMT players, a high level of exemptions and the shortage of trained manpower.
- So far, only about 20 projects spanning about 3,000 km have been awarded by the NHAI under OMT. At the state level, Madhya Pradesh, Karnataka, Maharashtra and Bihar have outsourced OMT projects to private players.
- Nonetheless, the segment continues to witness the evolution of new payment mechanisms such as mobile wallets, smart cards and electronic toll collection (ETC). The nation-wide roll-out of the ETC system is progressing at a fast pace. FASTag is now active at over 360 toll plazas.
- Technology uptake is also gaining traction. Key advancements include the deployment of vehicle-mounted video-based data collection and geotagging projects, which will help access data through mobile applications. The online processing of requests for the movement of over-dimensional cargo has also been initiated. In addition, cost-saving maintenance techniques such as cold recycling and micro surfacing are being put to use.
- Efficient toll management systems are also being developed with the help of automatic traffic counters and classifiers, CCTV surveillance, weigh-in motion, static weigh bridges, etc.
- Commuter safety has emerged as another focus area for the operators. Efforts are being made to collect and analyse data on road traffic and accidents. Further, operators are trying to implement low-cost solutions and increase mechanisation to enhance road safety.
- Going forward, the segment will offer significant opportunities for specialised players, long-term investors such as PE and sovereign wealth funds, technology providers, and equipment suppliers.
- **The mission of this conference is to discuss the key trends and developments in the OMT segment, highlight the upcoming opportunities and draw attention to the key issues and concerns. It will also highlight the upcoming opportunities under the TOT model.**

Target Audience

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

Organisers

The conference is being organised by **India Infrastructure Publishing**, the leading provider of information on the infrastructure sectors. The company publishes **Indian Infrastructure** (a magazine on infrastructure policy and finance), **Power Line** (India's premier power magazine), **tele.net** (a magazine targeted primarily at telecom service providers and large enterprise customers) and **Renewable Watch** (covers the entire spectrum of renewable energy). It also publishes a series of research reports on the infrastructure sectors including **Road Development in India** and **Construction Materials Market**. It also publishes the **Roads & Bridges Directory and Yearbook** and **Road Development in India** (a weekly newsletter).

AGENDA/STRUCTURE

KEY TRENDS AND OUTLOOK

- ❖ What have 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? What is the size of the OMT opportunity?

NHAI'S PLANS AND TARGETS FOR OMT AND TOT

- ❖ What has been NHAI's experience in OMT projects?
- ❖ What are the key issues and challenges?
- ❖ What are the future plans and targets with respect to OMT concessions?

POTENTIAL FOR ASSET MONETISATION THROUGH TOT MODEL

- ❖ What are the key features of the TOT model?
- ❖ What changes (scope, tenure of concession, etc.) have been introduced in the model?
- ❖ What will be its impact (medium & long term) on the sector? What are the opportunities?

OPERATOR VIEWPOINT

- ❖ What has been the experience of OMT concessionaires?
- ❖ What are their expectations from the TOT model?
- ❖ What are their key issues and concerns?

FOCUS ON TECHNOLOGY IN TOLLING

- ❖ What are the key technologies being deployed in the tolling segment in India?
- ❖ What are some of the global best practices with regard to technology deployment?
- ❖ How have payment mechanisms evolved over time?

The key technologies covered in this session include:

- ❖ Electronic toll collection
- ❖ Highway toll management systems
- ❖ Weigh-in-motion
- ❖ Payment gateways

INDEPENDENT ENGINEERS' PERSPECTIVE

- ❖ How has been the experience of independent engineers in the OMT segment?
- ❖ What are the key issues being faced? What are the key learnings?

INVESTOR PERSPECTIVE

- ❖ What has been the investor experience in outsourcing OMT services?
- ❖ What is the current stance of PE firms/sovereign wealth funds/pension funds on the upcoming TOT model?
- ❖ What is the current state of non-performing assets in the road sector? How does it impact the OMT players?

PRIVATE DEVELOPERS' PERSPECTIVE ON OUTSOURCING OMT

- ❖ What is the current stance of private developers with regard to outsourcing OMT?
- ❖ How has been the experience so far?
- ❖ What are their main issues and concerns? What are their expectations?

STATE-LEVEL INITIATIVES IN OMT

- ❖ What are the key initiatives taken by the states to outsource OMT services?
- ❖ 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 AND WAYSIDE AMENITIES

- ❖ What are the needs and requirements for road safety in India?
- ❖ What are the road safety measures taken (policy, equipment, materials, etc.)?
- ❖ What is the potential with regard to the development of wayside amenities?

PROJECT SHOWCASE

- ❖ Which 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 are the key lessons learnt?

Previous Participants

The organisations that participated in our previous conference include *AJS Scale, Amann Apollo, Ashoka Buildcon, Axis Bank, Ashbee Systems, Atkins Global, Avery Weigh - Tronix, Ayushajay Group, AZB & Partners, Balaji Enterprises, Bihar Road Development Corporation, Bhopal Municipal Corporation, CRRI, CRISIL, CH2M Hill, DIMTS, Delhi PWD, Egis India, Elsamex India, Essar Concessions, Essel Infra, EY, FEIG Electronics, Essae Digitronics, Feedback Brisa Highways OMT, FBH - L&T and Ranka Commercial, Frischmann Prabhu, Gayatri Projects, GMR, GR Infra Projects, Halcrow Consulting, Hindustan Construction Company, Hi-Tex, Haryana State Road Development Corporation, HCC Infrastructure, Hindustan Colas, ICICI Bank, IJM, IDBI Bank, IDFC, IL&FS Transportation Networks, IRB Infrastructure Developers, IRD South Asia, Jaipur Development Authority, JMC Projects, JM Financial, Kazstroy, Karnataka Road Development Corporation, K&J Project, Kistler, LEA Associates, Leotronics Scales, Linhoff India, L&T Financial Services, L&T IDPL, Madhya Pradesh Road Development Corporation, Magnetic Autocontrols, Maharashtra State Road Development Corporation, Mark-o-line, MBL Infrastructures, MEP Infrastructure, Metro Infrasy, Mettler Toledo, Megha Engineering, Ministry of Road Transport and Highways, Municipal Corporation of Delhi, NCC Infrastructure, Neology, NHAI, NHIDCL, Noida Toll Bridge Company, Oriental Tollways, Orissa PWD, Osa-Msk, PATH, Patel Infrastructure, PE Consulting InvestintolIndia (P), Perfect RFID, Piralma Roads, PATH, Power Electronics, PwC, Ramboll India, Ramky Infrastructure, Rajdeep Group, Reliance Infrastructure, Rice Lakes Weighing Systems, SBI Caps, Skylark Group, SAI Consulting, SAP, SBI Macquarie, Second Vivekananda Bridge Tollway, Siemens, SMS Infrastructure, Soma Isolux, Srei Infrastructure Finance, STP Limited, Tamil Nadu Road Sector Project, Thames Side Sensors India, Topworth Infra, Telega India, TERPL, TransAsia, TRIL, Uniquet Infra, Vayaam Tech, Vaaan Infra, Vendeka Information Systems, Vinci Concessions, Vishwakarma Infra, W. Giertsen Tunnel AS, Wipro Infotech, Wirtgen India, and Zydex Industries.*

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Registration Form

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

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Registration Fee

Delegates	fee			
	INR	GST @ 18%	Total INR	Total USD
One delegate	22,500	4,050	26,550	408
Two delegates	37,950	6,831	44,781	689
Three delegates	53,400	9,612	63,012	969
Four delegates	68,850	12,393	81,243	1,250

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 developers.

- Registration will be confirmed on receipt of the payment.
- To register online, please log on to <http://indiainfrastructure.com/conf.html>

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- The conference is a non-residential programme. Full payment must be received prior to the conference.
- Conference fee includes lunch, tea/coffee and conference materials.
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