



15th Edition

# ROAD DEVELOPMENT IN INDIA

A VIRTUAL CONFERENCE

Project Implementation and New Opportunities; Innovations and Future Strategies

July 28-29, 2020

Organiser:



Co-sponsor:



Supported by:



## Mission

- The road sector has been on a strong growth trajectory since the past few years. Models such as hybrid annuity and toll-operate-transfer lent support to the government's ambitious plans. During FY16 to FY19, the ministry awarded projects spanning about 50,000 km. The pace of construction has almost doubled to about 32 km per day during the same period.
- However, the Covid-19 pandemic has had a substantial impact on the sector ranging from stalled project execution to revenue losses on account of suspension of toll collection. Many developers and contractors have also invoked the force majeure clause. The pandemic is also likely to have a strong impact on NHAI's asset monetisation strategy through InVITs and TOT.
- A number of measures have been announced to mitigate the impact of the crisis. The government has extended completion timelines up to six months for contractors. Besides, a standstill period of six months has been announced for the contractors and PPP concessionaires, with no associated penalties for not meeting project milestones. The government has also agreed to ease companies' cash flow position by releasing bank guarantees partially. RBI has also provided a moratorium of six months on term loan upto August 31, 2020. In addition to time extensions, NHAI is also offering Covid-19 loan to private concessionaires at an interest rate of 2 per cent more than the bank rate.
- Nonetheless, the sector continues to offer huge opportunities under Bharatmala and the National Infrastructure Pipeline (NIP) has also laid out expansive investment targets. As per the report released by the Task Force on NIP, a total capital investment of Rs 20 trillion has been planned for the roads sector during 2020-2025.
- Besides, the road sector is expected to be biggest driver of M&A activity in the next few years. Asset sales dominated the M&A activity accounting for 99% of the total deal value. A total of 46 road assets were sold for around Rs 440 billion between 2014 and April 2020.
- While there are several operational projects that the government has identified for monetisation, the ongoing HAM projects will also offer lucrative acquisition opportunities for investors three to four years down the line. The TOT model will also continue to offer opportunities for long-term investors. Initial estimates suggest that Bundles II, IV, V and VI together offer an investment opportunity of about Rs 190-200 billion.
- **The mission of this conference is to highlight the emerging trends and new opportunities in road development, analyse the impact and progress of recent government initiatives in light of Covid-19, identify strategies and solutions to fast-track project execution, discuss the key issues and potential solutions and showcase the most noteworthy projects and promising technologies. The conference will also provide a platform to industry players, policy-makers, investors, consultants and technology providers to share their experience and exchange ideas.**

## Target Audience

The conference is targeted at:

- Road operators
- Construction firms and contractors
- Construction equipment providers
- Government agencies
- Technology solution providers (GIS, RAMS, etc.)
- Consultants
- Road development agencies
- Road products (Geosynthetics, Steel, Bitumen, etc.)
- Infrastructure development organizations
- OMT organizations and service providers
- International financial agencies
- Financial institutions and banks
- Coir Geotextile manufacturers
- Legal firms, etc.

# DRAFT AGENDA

## KEY TRENDS AND OUTLOOK: IMPACT OF COVID-19

- ❖ What are the recent trends and developments? What has been the overall impact of the Covid-19 outbreak?
- ❖ What is the outlook for the next two to three years?
- ❖ What are the key unresolved issues and challenges?

## SPOTLIGHT ON BHARATMALA: PROGRESS, CHALLENGES AND NEXT STEPS

- ❖ What has been the overall progress under the programme?
- ❖ What is the ministry's perspective on the impact of Covid-19 on project execution?
- ❖ What are the key mitigation strategies? What are the next steps and top priorities?

## NHAI's PERSPECTIVE: TARGETS AND ACHIEVEMENTS; FOCUS AREAS AND FINANCING STRATEGIES

- ❖ What has been the progress so far with regard to project award and completion? What are the new initiatives being taken?
- ❖ What are the future plans and targets? What are the upcoming opportunities?
- ❖ What is the expected mix of implementation models?

## FOCUS ON ASSET MONETISATION: THE WAY FORWARD FOR TOT

- ❖ What has been the overall experience?
- ❖ How is Covid-19 likely to impact the attractiveness of the upcoming TOT bundles?
- ❖ What are the key steps being taken to ensure the long-term viability of bundles?
- ❖ What are the upcoming opportunities?

*This session will feature a panel discussion among representatives from the government, private equity firms, insurance and pension funds, SWFs, commercial banks, etc.*

## FOCUS ON LABOUR ISSUES

- ❖ What has been the impact of large-scale labour migration on project execution?
- ❖ How do the issues compare in terms of the availability of skilled & unskilled manpower?
- ❖ What are the strategies being adopted to deal with manpower-related challenges?

## NHIDCL's PROGRESS AND PLANS

- ❖ What has been the progress so far with regard to project award and completion?
- ❖ What are the new initiatives being taken?
- ❖ What are the future plans and targets? What are the key unresolved issues?

## DEVELOPERS' VIEWPOINT: EXPERIENCE WITH HAM, KEY LESSONS AND STRATEGIES FOR THE FUTURE

- ❖ What has been the overall experience? What has been the impact of Covid-19?
- ❖ What has been the financing experience? What has been the impact of Covid-19 on HAM projects?
- ❖ What are the unresolved concerns? What is the future outlook for the sector?
- ❖ What are the expectations from the government?

## CONTRACTORS' PERSPECTIVE

- ❖ What has been the overall experience? What has been the impact of Covid-19?
- ❖ What are the unresolved concerns? What is the future outlook for the sector?
- ❖ What are the expectations from the government?

## REVIVAL STRATEGIES FOR BOT

- ❖ What is the outlook for BOT in the current scenario?
- ❖ What is the level of stakeholder interest in the sector?
- ❖ What can the government do to revive developer and investor interest in this space?

## PROGRESS UNDER EXPRESSWAYS AND GREENFIELD CORRIDORS

- ❖ What has been the progress so far?
- ❖ What are the key upcoming opportunities?
- ❖ What are the key issues and challenges?

## INVESTOR AND LENDER PERSPECTIVE

- ❖ What is the current stance of lenders/investors on funding road projects?
- ❖ What is their perspective on funding HAM projects or on acquiring operational/stressed assets? What will be the impact of Covid-19 on valuations and return expectations?
- ❖ What is the outlook for the TOT model? What are the alternate financing options being considered in the sector?
- ❖ What are the key issues and challenges?

## STRATEGIES TO FAST-TRACK LAND ACQUISITION

- ❖ What are the key steps being taken to fast-track land acquisition?
- ❖ What are the unresolved issues?
- ❖ What role does technology play in expediting the process?

## DETAILED PROJECT REPORTS: RELIABILITY, COMPLIANCE AND TIMELINESS

- ❖ What are the gaps in the current DPRs?
- ❖ What are the emerging needs and requirements?
- ❖ What are the steps being taken to improve the quality of DPRs?

## STATE-LEVEL INITIATIVES, NEW PROJECTS AND OPPORTUNITIES

- ❖ What is the current status of road development in states? What are some of the noteworthy initiatives?
- ❖ What are the upcoming opportunities (EPC as well as PPP) in the segment?
- ❖ What are the key issues and challenges? What is the future outlook?

## DISPUTE RESOLUTION AND ARBITRATION

- ❖ What has been the experience so far? What are the strategies for faster dispute resolution?
- ❖ What are the costs and time overruns associated with arbitration?
- ❖ What are the issues and challenges?

## PROJECT MONITORING: MANAGING TIME, RISKS AND COSTS

- ❖ What has been the project monitoring experience so far?
- ❖ What have been the key measures to improve the speed of construction and reduce construction costs?
- ❖ What are the management costs and risks?
- ❖ What are the new and innovative best practices?

## NEW CONSTRUCTION TECHNIQUES, MATERIALS AND EQUIPMENT

- ❖ What are the latest industry offerings?
- ❖ What are the best practices?
- ❖ What are some of the global advancements?

## FOCUS ON O&M IN THE ROAD SECTOR

- ❖ What are the opportunities for O&M players?
- ❖ What are the best practices in project operations, maintenance and tolling?
- ❖ What are the latest innovations, most promising technologies and noteworthy projects

## FOCUS ON TECHNOLOGY

- ❖ ETC and FASTag
- ❖ WEIGH-IN-MOTION
- ❖ HIGHWAY TOLL MANAGEMENT & INTELLIGENT TRAFFIC MANAGEMENT SYSTEMS
- ❖ PAYMENT GATEWAYS
- ❖ GPS, GIS, ETC.
- ❖ ONLINE PORTALS (PROJECT MONITORING INFORMATION SYSTEM, ROAD ASSET MANAGEMENT SYSTEM, CONCESSIONAIRE MANAGEMENT SYSTEM, GATI)

## What differentiates our conferences?

- The **agenda** is developed by our researchers, who track the sector round the year. It is thus **relevant** and **topical**. It is not driven by a particular organisation and does not have a particular slant.
- The **speakers** are **professionals** and **experts** involved in the sector, not a mix of ambassadors, ministers, celebrities and business owners.
- The conferences do not just comprise panels and speeches; they provide a good mix of **expert presentations** and **case histories**, and of course **panel discussions**.
- We have **representation** from **across the country**, as is the case at our physical conferences too.
- Each **stakeholder group** – **policymakers, developers, financiers, consultants** and **relevant NGOs** – is represented at our conferences.
- The moderators merely ask the questions. The **stars** are the **speakers** themselves.
- The **sessions begin and end on time**.
- There is adequate time for a **Q&A session** with **each speaker**. These are not “hit and run” speeches.
- The **delegates** are **professionals** who are vested in the sector, and are not just assembled through social media.
- The **participants** in each conference receive a **concise report outlining the key facts, trends and issues** in the sector.
- A **recap** of the conference is also made available to reinforce the key takeaways.

## Delegate benefits (Virtual Conference)

- Direct interaction with senior speakers (Q&A facility)
- Easy connectivity to geographically dispersed delegates (click of a mouse)
- Concise report offered as a backgrounder
- Cost effective (lower ticket price as compared to a physical conference)
- Offers flexibility and convenience
- Access to conference recording
- Recap of conference sessions
- Contributes to sustainability and lower carbon footprint

## Benefits of sponsorship (Virtual Conference)

- E-Meet influencers and decision-makers/
- Reach out to and engage with new or active prospects
- Generate high quality sales leads
- Increase brand recognition
- Target a captive and engaged audience
- Drive website traffic through social media promotions
- Position your company as the thought-leader in your industry



## Previous Participants

Some of the participants at our previous conferences on "Road Development in India" include ACO Systems and Solutions, ADCC Infocad, Ambuja Cement, Ammann Apollo, AMW Motors, Apco Infratech, Aranca, Arrow Machinery, Ashbee Systems, Asian Paints, Atlas Copco India, Axis Bank, Axis Capital, BASF, Bentley, Bergkamp, Bergkamp Bituminous Solutions, Bhageria Industries, Bharat Road Network Limited, BitChem, Border Road Organization, BPCL, Bureau Veritas, Charankattu Coir, Chhattisgarh Road Development Corporation Ltd, Choksey Chemicals, CPP Investment Board Advisors, CPWD, CSIR -Central Road Research Institute, Dalmia Bharat Cement, Dolat Capital, Dow Chemicals, Dozco (India), DP Jain, DSP Merrill Lynch Ltd, Edelweiss Financial Services, Elcome Technologies, Elsamex Maintenance Services, EY, Essar Oil, Essel Highways, Essel Infra, Evonik India, Excellence Corporation, Fairmate, Feedback Brisa Highways, Fosroc India, G R Infraprojects, Giridhar Techfab, GMMCO, GMR Group, GMR Transportation, Government of Telangana, GP Global, GRI Club, Gulf Petrochem, HCC, Hindustan Colas, ICICI, IDFC, IIFCL, IL&FS Transportation Networks, IL&FS Trust Company, Infra Innovation Marketing Solutions, Institute for Steel Development & Growth, IOCL, J Rettenmaier, JCB, JSW Steel, JUSCO, Khator Technical Textiles, Kraton Polymers, L& T Infrastructure Finance, L&T ECC, L&T Infrastructure Development Projects Ltd, L&T Transportation Infrastructure, L.N Malviya, Linhoff India, LiuGong India, Maccaferri Environmental Solutions, Magnetic Autocontrol, Mahindra & Mahindra, Mark-O - Line, MBL Infrastructure, MEP, MoRTH, MSRDC, NCC Limited, Nexus Petro Energy LLP, NHAI, NHIDCL, NITI Aayog, Ooms Polymers, Organo Chemical Industries, Oriental Structures, Owens Corning, P E Consulting, Peak Infrastructure, PNC Infratech, Promat, PS Steel Tubes, PWD Dehradun, Quippo, R&M International, Ramjee Concrete, RDS Projects, Reliance Infrastructure, Rice lakes Weighing Systems, RITES, Safire Capital, SAGTA, Sapco Bitumen Company, SBI Caps, Second Vivekananda Bridge Tollway Company, Sitech India, Sojitz India, SRF Limited, STP Limited, Strategic Marketing and Team, Sunil Chemicals, Tata Capital, Tata Cleantech, Tata Finance Capital, Tata Hitachi Construction Machinery, Tata Steel, TCIL, Theme Engineering Service, TransAsia Infrastructure Group, Trimble Solution India, Ultra Tech, Uniquet Infra Ventures, Unison, UPEIDA, Urban Axis, Utkarsh Tubes & Pipes, Uttar Pradesh Expressway Industrial Development, V E Commercial, Volvo Group, Wirtgen, Yes Bank, Zydex, etc.

## PREVIOUS SPEAKERS

- ❖ **Amit Kumar Ghosh**  
Joint Secretary, MoRTH
- ❖ **R.K. Pandey**  
Member Projects, National Highways Authority of India
- ❖ **P.K. Mahajan**  
Additional DG, Border Roads Organisation
- ❖ **Satyabrata Sahu**  
Director Finance, NHIDCL
- ❖ **K.V. Praveen**  
Executive Vice President & Head for Roads, Runways & Elevated Corridor Business, L&T ECC
- ❖ **R. Prakash**  
President, Roads, Gammon Infrastructure Projects
- ❖ **T.R. Rao**  
Executive Vice President, Infrastructure, PNC Infratech
- ❖ **V.K. Sharma**  
Chief General Manager, Land Acquisition, NHAI
- ❖ **Sanjeev Kumar**  
Chief Engineer, Ministry of Road Transport & Highways
- ❖ **Palash Srivastava**  
Deputy CEO, IIFCL Projects
- ❖ **Praveen Sethia**  
Founder & Director, Infrastructure Advisors
- ❖ **Ajay Chaudhary**  
National Head – Project Finance, L&T Finance
- ❖ **N.K. Sinha**  
President, Intercontinental Consultants and Technocrats
- ❖ **Dr Ritesh Chandrashekhar Tiwari**  
Director, Rail, Roads and Structures, Egis India
- ❖ **Ravi Singhania**  
Managing Partner, Singhania & Partners LLP
- ❖ **Atul Sharma**  
Managing Partner, Link Legal
- ❖ **Asit Ranjan Sikdar**  
Vice-President, Project Advisory & Structured Finance, SBI Capital Markets

## 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**, **tele.net** and **Renewable Watch**. It also publishes a series of research reports on **Road Development in India**. It also publishes the **Roads & Bridges Directory** and **Yearbook** and **Road Development in India** (a weekly newsletter).

15th Edition

# ROAD DEVELOPMENT IN INDIA

Project Implementation and New Opportunities; Innovations and Future Strategies

July 28-29, 2020



## Registration Fee

	INR	GST@18%	Total INR	Total USD
1 Login	9,000	1,620	10,620	150
2 - 3 Logins	15,000	2,700	17,700	250
4 - 5 Logins	21,000	3,780	24,780	350
6 - 9 Logins	27,000	4,860	31,860	450
10 - 20 Logins	33,000	5,940	38,940	550

- GST @18 per cent is applicable on the registration fee.
- Registration will be confirmed on receipt of the payment.
- To register online, please log on to <https://indiainfrastructure.com/events/15th-annual-conference-on-road-development-in-india-2020/>

### Please send wire transfer payments to:

Beneficiary India Infrastructure Publishing Private Limited  
Bank Name The Hongkong and Shanghai Banking Corporation Ltd  
Bank Address R-47, Greater Kailash-1, New Delhi-110048, India

Bank Account No. 094179587002  
Swift Code HSBCINBB  
IFSC Code HSBC0110006  
GSTIN 07AAACI5880R1ZV

Sponsorship opportunities are available

### Payment Policy:

- Full payment must be received prior to the conference.
- Payments for "early bird" registrations should come in before the last date of discount. Discount offers cannot be combined with any other offer.
- Conference fees cannot be substituted for any other product or service being extended by India Infrastructure Publishing Pvt. Ltd.

For delegate registrations and sponsorship opportunities, contact:

Tania Agarwal, Conference Cell  
Tel: +91-9711588987  
Email: [tania.agarwal@indiainfrastructure.com](mailto:tania.agarwal@indiainfrastructure.com)

Malika Piya, Conference Cell  
Tel: +91-8937980597  
Email: [malika.piya@indiainfrastructure.com](mailto:malika.piya@indiainfrastructure.com)