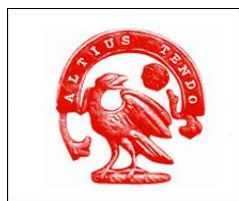


Partnering with the private sector – improving outcomes in infrastructure: Implications for public sector accountants



- Monitoring long-dated actual and contingent obligations: guarantees, Minimum Revenue Guarantees, support for govt-linked financing institutions and letters of comfort
- Structuring Viability Gap Funding (VFM) and / or MRGs
- Judging Value for Money (but most expensive asset is no asset!)
- Calculating termination payments to debt and equity in the event of govt default, concessionaire default or force majeure
- Setting a reserve price for privatisations
- Valuing real estate and external costs and benefits i) when purchasing and clearing land ii) created / enhanced by an infrastructure asset
- How to handle unsolicited bids and negotiated contracts



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