

# UK-China Infrastructure Academy Bidder Day

17<sup>th</sup> August, 2016

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# UK-China Infrastructure Academy Bidder Day

## Agenda

1100 - Attendee Registration

1115 - UK-China Infrastructure Alliance Overview

*James Ballingall - Head of International, Infrastructure and Projects Authority*

1130 - UK-China Infrastructure Alliance Academy Procurement Overview

*Vicky Fan - Head of Capital Investment, Infrastructure & Energy - China Investor Relations, Department for International Trade*

1145 - Break for tea & coffee

1200 - Q&A session

1300 - Close



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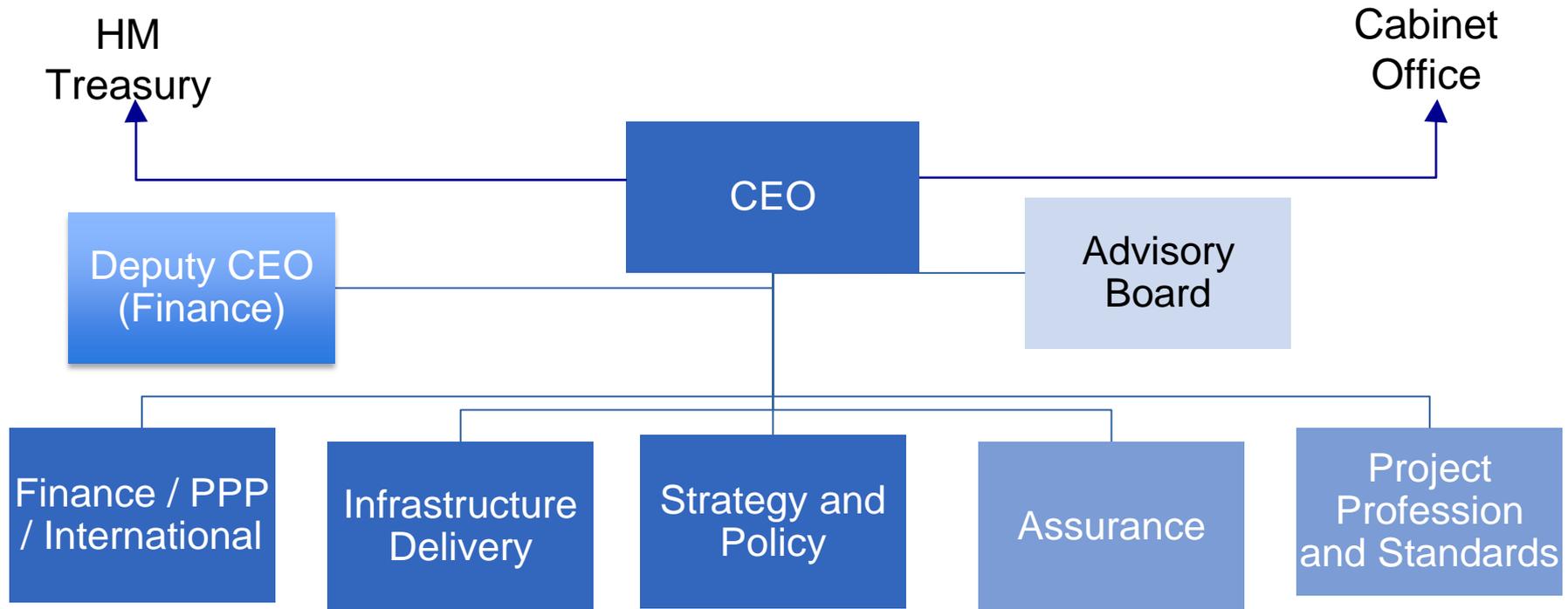
# UK-China Infrastructure Alliance

Presentation to  
UK-China Infrastructure Academy  
Bidders Day

James Ballingall, Head of International  
17 August, 2016  
London



# Infrastructure and Projects Authority



- The Infrastructure and Projects Authority (IPA) was created in January 2016 with the merger of HM Treasury's Infrastructure UK and the Major Projects Authority in the Cabinet Office.
- The IPA brings together expertise in infrastructure and the financing, delivery and assurance of major projects as a single unit, reporting to the Chancellor and the Minister for the Cabinet Office. It supports infrastructure and project development and delivery across the whole of government.

# Alliance as part of the UK-China EFD:

## **UK - China 7th Economic and Financial Dialogue – September 2015:**

*“China and the UK agreed to discuss a China-UK Infrastructure Alliance to further boost cooperation on infrastructure in each others’ countries and in third markets. The Alliance will include training and guidance for Chinese infrastructure enterprises investing in the UK, including in Northern Powerhouse regions; and promotion of UK-China commercial cooperation in each other’s markets as well as in third markets, including areas covered by One Belt One Road. Both sides encourage British and Chinese businesses to cooperate in third party markets, including on infrastructure construction.”*

# Background to the Alliance Initiative:

The UK and China have collaborated on a number of infrastructure initiatives over the past few years.

In addition to the UK-China Infrastructure Alliance announced at the 7<sup>th</sup> China-UK Economic and Financial Dialogue in September 2015, and at President Xi's State Visit to the UK the following month, further recent collaborations include:

- The UK's decision to become the first major Western country to become a prospective founder member of the AIIB
- A new strand of collaboration on Smart Green cities and a commitment to deepen cooperation in the area of smart city development;
- Technical cooperation on Public-Private Partnerships (PPP)

# Background to the Alliance Initiative:

- The *Infrastructure and Projects Authority*, (previously *Infrastructure UK*), has worked with Chinese central and local government over the past few years in promoting good practice in procurement of private finance in major infrastructure projects.
- We have advised both the MoF and NDRC in areas of PPP policy, regulation and commercial project preparation and procurement where we produced a report in April 2015 on supporting the development of PPPs in China.
- The continued support through the UK government's Prosperity Fund has resulted in increased demand by both the MoF and NDRC to extend the areas of collaboration, culminating in the signing of bilateral MoUs in 2015.

# Joint UK-China Infrastructure Alliance Initiative

1. Establish a PPP training programme in China to train Chinese officials in the private finance techniques and PPP models which we have pioneered in the UK and have been using for the past 20 years.
2. Establish a UK-China Infrastructure Alliance Academy in the UK to facilitate the entry of Chinese firms wishing to invest or do business in UK infrastructure.
3. Establish a Business Alliancing Hub in Beijing, to facilitate the networking opportunities for UK and Chinese companies in developing mutually beneficial PPP/infrastructure opportunities with a particular focus on third country opportunities.

# Aims of the Alliance

The UK and China have many synergies, such as:

- UK and Chinese companies have complementary skill sets for international infrastructure projects.
- Chinese engineering, construction and financial backing can be combined with the UK's world-class skills in
  - PPPs
  - Project management,
  - project finance,
  - design,
  - planning,
  - life-cycle
  - environment.

***Aim of the Alliance is therefore for a China-UK infrastructure platform to support effective infrastructure development domestically and beyond, and to catalyse China and UK collaboration in infrastructure building on our comparative strengths to provide global leadership in this sector.***

# UK-China Infrastructure Academy Bidder Day

Vicky Fan

Head of Capital Investment, Infrastructure – China Investor Relations

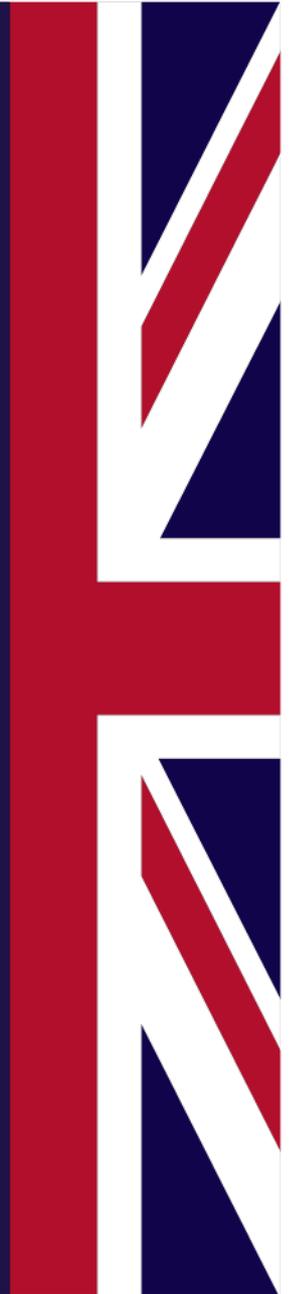
Department for International Trade

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# UK- China Infrastructure Academy

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- **Background & Overview**

- **PPP**

- **Where is the gap in market, UK & China?**

- **Reality: Chinese investment experience in the UK**

- **Initiative: UK-China Infrastructure Alliance**

**7th China-U.K. Economic and Financial Dialogue, 2015**

# What are we aiming to achieve?

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- **Break down barriers to collaboration**
  - **Enhanced understanding of culture and business environment**
  - **Familiarisation with the models of investment in infrastructure in the UK**
- **Build networks and relationships**
- **Harness the Belt and Road Initiative**

# What is UK- China Infrastructure Academy ?

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- **Scope**
  - Budget
  - Duration, Frequency
- **Governance (Stakeholders)**
  - UK: HMT/IPA, DIT (UKTI)
  - China: NDRC, Ministry of Finance



# What are we looking for?

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## Overview of Requirements

- **Training provider:**  
**Academia, business, industry**
- **Scope: 5 day course**
- **Location:**  
**Venue & Accommodation in the UK, regions**



# What are we looking for?

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➤ **Course:**

**Course plan (e.g: taught course, networking, site visit?)**

**Modules, course material**

**Trainers & facilitators**

**Delegates, Cohort size**

**Assessment/Accreditation (CPD)**

# What would be covered?

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- **Budget – 1<sup>st</sup> Year**

- **Funding**
- **Sponsorship**

- **Future courses**

**Subsequent courses are intended to be self-sustaining**

# Milestones & Timetable

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- **Process & Key Milestones:**

<b>17<sup>th</sup> August</b>	<b>End August</b>	<b>Early October</b>	<b>Mid October</b>	<b>November</b>	<b>December</b>	<b>Q1 2017</b>
Bidder day	Tender opens	Tender closes	Contract Awarded	Launch Event	First course run	Second course run

# Forward Looking

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- **Funding**
- **Marketing**
- **Recruitment**
- **Delivery**





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