



# Mott MacDonald in Philippines

Certainty in Costs and Programme through  
Decision, Risk and Stakeholder management



# Content

- About Mott MacDonald – We are a local consultant with international background and wealth of experience
- Decisions – make them!
- Risk – tools to manage
- Stakeholder – expectations and interest
- Lessons learned

# Mott MacDonald - Key facts

150

year heritage



12

core sectors



2bn

global consultancy

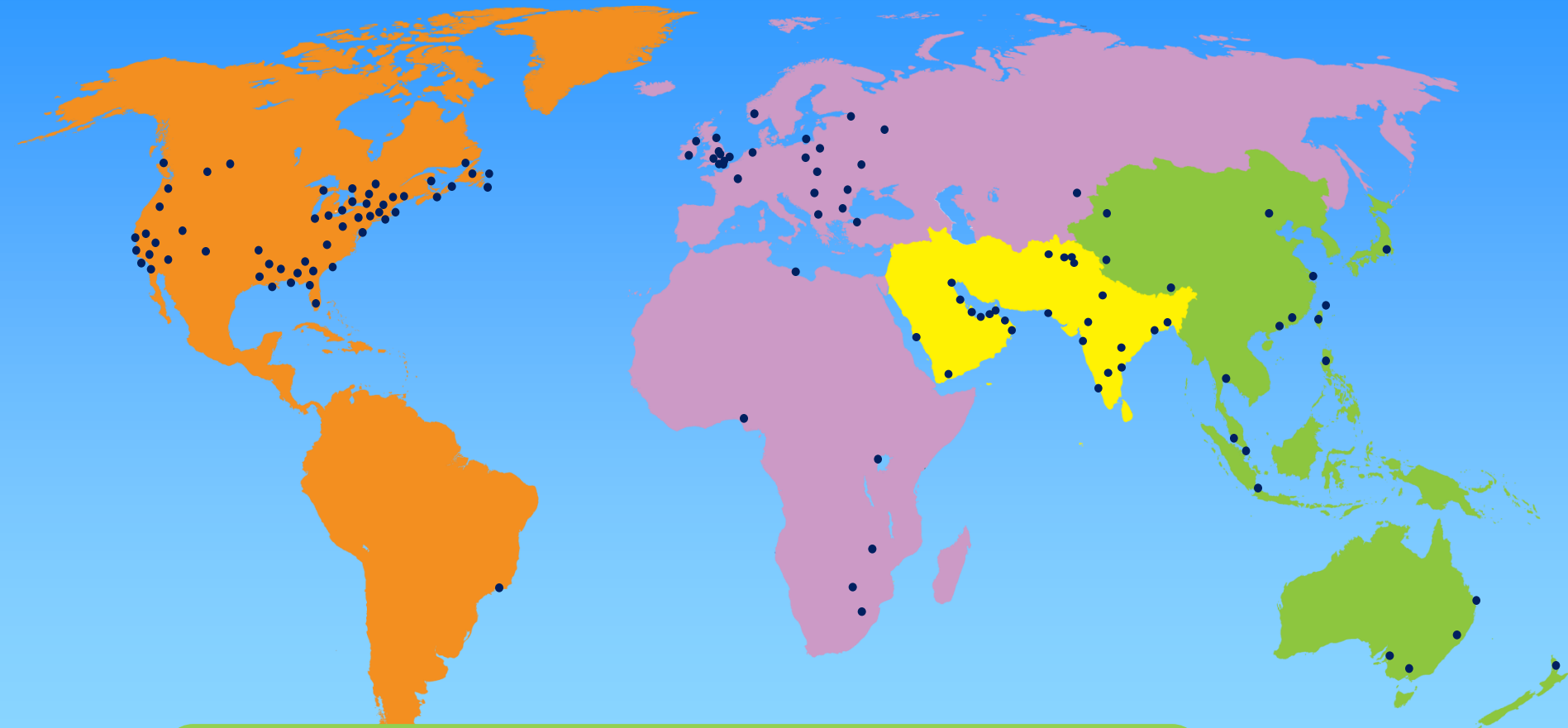


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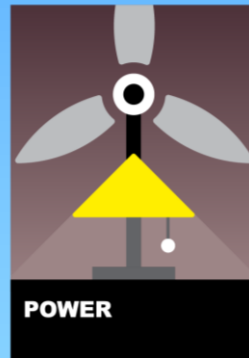


# Regional map – office locations



Mott MacDonald's engineering project experience in Philippines dates back to the 1970s

# Mott MacDonald – Key Sectors





# Technical Advisor in the Region



**Singapore Sports Hub PPP –  
Lenders Technical Advisor**



**Manila Mass Rapid Transit – Lenders’  
Technical Advisor**

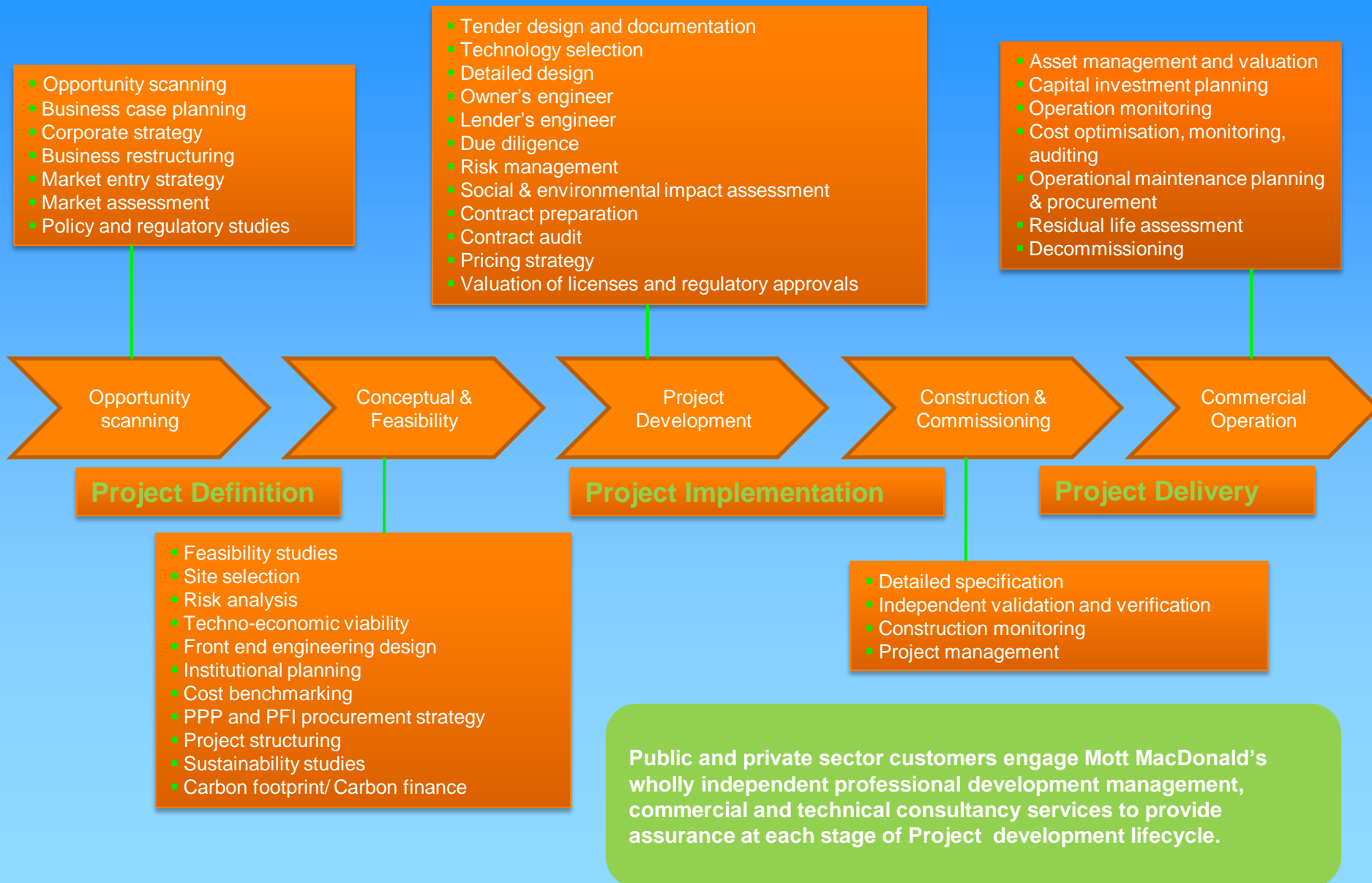


**Hong Kong International Airport –  
Technical Adviser**

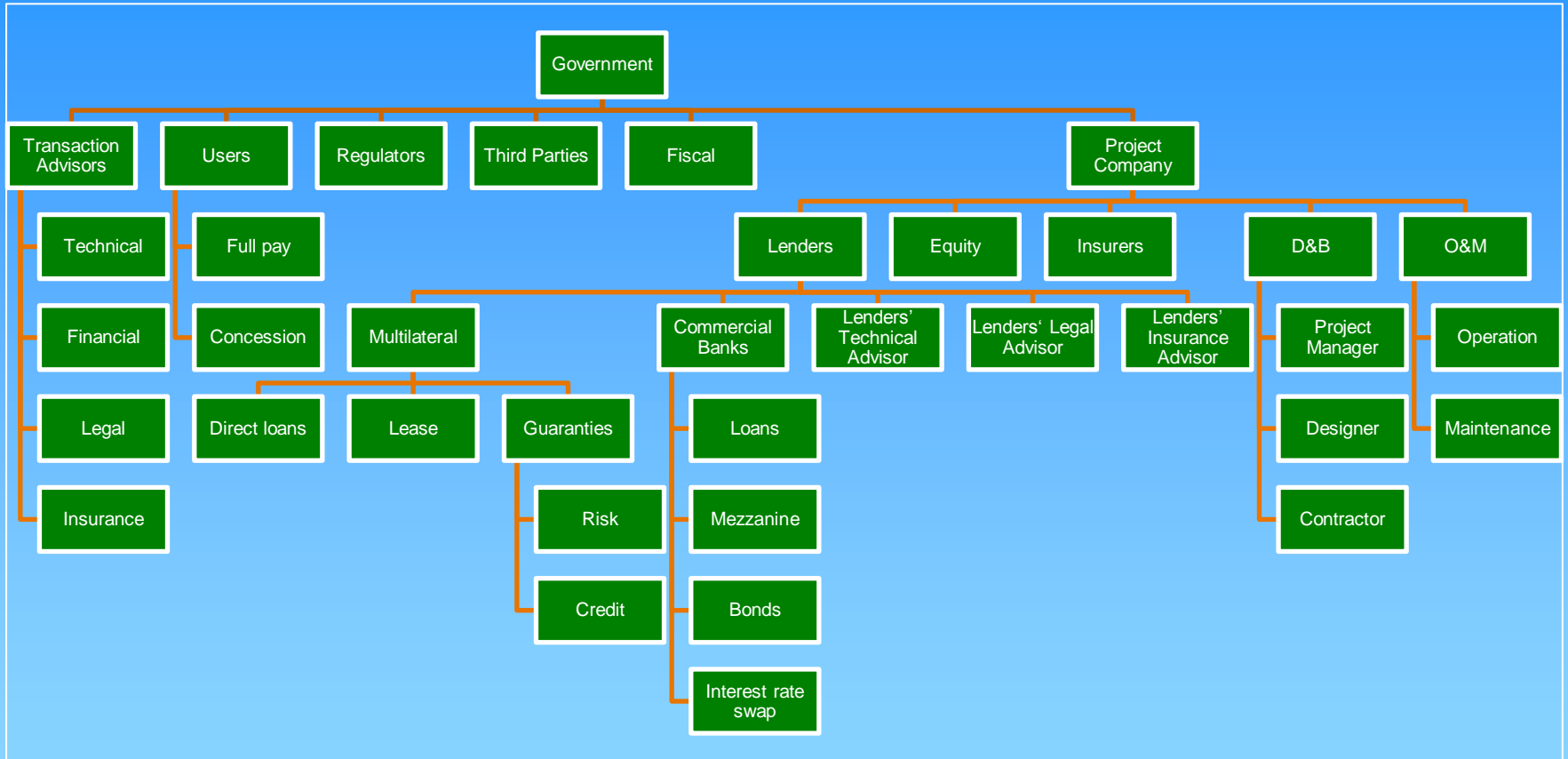


**Indonesia’s solid waste management –  
Technical Adviser**

# MM in South East Asia – Our Services



# Infrastructure Project Structure





# Project Risks and Opportunities

## Political, Legal and Regulatory

Optimism Bias

Regulations and Policies

Opposition to project

Institutional Strength

Change of Law

Innovation

Force Majeure

Taxation

Sub-sovereign

## Economic and Financial

Interest Rates

Inflation

Finance

Fiscal Regime

Currency devaluation

Exchange rates

Capital flow

## Market

Price Competition

Service Competition

Demand

Market size

Dominant Parties

Entrant Risks

## Design and Construction

Site Access

Permits

Environmental and Social Impacts

Change and Variations

Programme

Completion

Technology

Resource Availability

## Operation and Maintenance

Performance

Availability

Pricing

Revenue

Payment

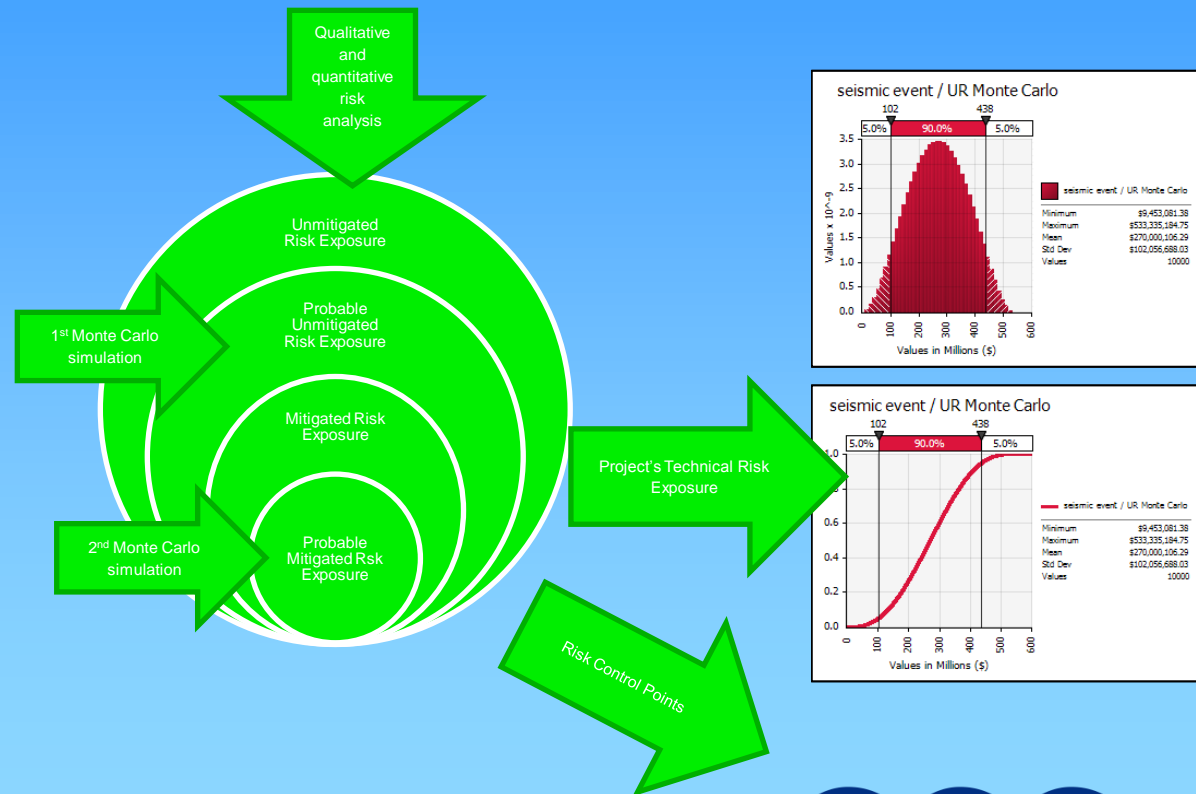
Lifecycle

# Risk Analysis and Management



## CLASS requires that

- **C**ommunication is effective
- **L**eadership is shown for safety and quality
- **A**ssurance of quality is specific for each project
- **S**upervision arrangements are effective, appropriate and in place
- **S**taff competence is carefully managed



# Key Lessons

- Risk allocation
  - Risk management
- => Cost and Programme Certainty!



- Decision gates
  - Professionalism
- => Keeps Cost Down!



- Stakeholder management
  - Focus on what you can deliver
- => Satisfaction!



# Summary

- We know Philippines – we have been for over 40 years
- We can help you because we encountered the same issues before but we also have the experience in resolving the issues
- We can help you by creating certainty in:
  - Investment decision with early decision gates
  - Exposure in accordance with your risk appetite
  - Certainty about your stakeholder expectations

# Technical Advisory – Key People

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