



EDB Experience in PPP Capacity Building

Why PPPs Matter for EDB's Technical Assistance Agenda

In most markets, the constraint is not just financing. (Number of **bankable projects**, **capable institutions**, and **structured pipelines** ready for investment).

"Sometimes the most important infrastructure project is not a road or a power plant — but the institutional architecture that makes those projects bankable."

Observation 1

Isolated trainings produce limited long-term effect — knowledge dissipates without institutional continuity or practical application.

Observation 2

Legislation alone does not create PPP markets. Countries need local expertise, practical structuring skills, and transaction-oriented thinking.

EDB's Commitment

- [+] **10%** of EDB TA annual budget allocated to PPP-related initiatives over the past 4 years.
- [+] PPPs **explicitly embedded** in EDB Strategy 2022–2026, with priority focus on Kyrgyzstan, Tajikistan, and Armenia.
- [+] PPPs identified as the **key mechanism** for mobilizing long-term infrastructure investment across member states.

Working Hypothesis

PPP ecosystems emerge when **institutional development**, **practical project preparation**, and **talent development** are combined within a single **integrated framework**.

"Learning by Doing": From Theory to Transaction Logic

Phase 1

Country workshops and diagnostics

Focused Trainings



Financial Modelling

Participants built Excel-based models, calculating NPV, IRR, DSCR, VfM, and PSC — the core metrics of any bankable PPP business case.



Project Defense

Participants defended feasibility studies before EDB and private-sector experts — replicating the scrutiny of a real investment committee.



Structuring & Negotiation

Teams negotiated risk allocation, structured payment mechanisms, and drafted PPP agreements across transport, tourism, and waste management sectors.



"Participants learned through iteration, negotiation, and problem-solving — not memorisation."

Phase 2

From Isolated Inputs to Integrated Architecture



Bankable PPP Project



Relevant Certification



Analytical Reviews



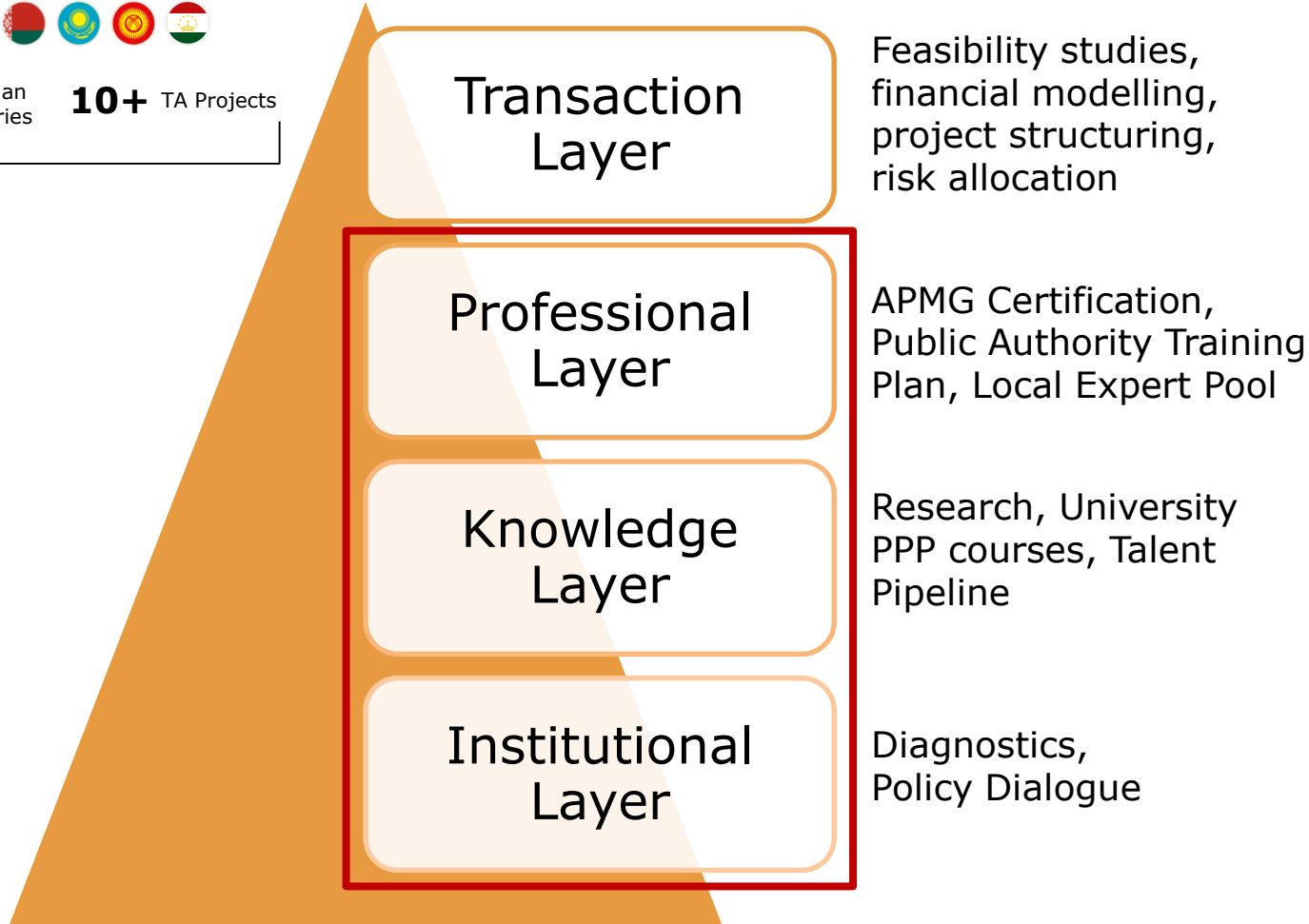
Syllabus



Talent Support

EDB PPP Ecosystem Development Model


5 Eurasian countries **10+** TA Projects



Each layer reinforces the others:

- ✓ **Institutional governance** -> demand;
- ✓ **knowledge infrastructure** -> understanding;
- ✓ **professional development** -> capable practitioners;
- ✓ **transaction layer** -> capacity into bankable projects.

EDB moved deliberately from standalone trainings toward an integrated, **multi-layer ecosystem development model**.

Country-Specific Adaptation: No One-Size-Fits-All

ARMENIA

Comprehensive institutional diagnostics covering financing mechanisms, risk allocation frameworks, governance structures, and pipeline bottlenecks. Following publication, active discussions emerged around the creation of a **dedicated PPP Centre in Armenia**.

KAZAKHSTAN

With a mature PPP market and an established analytical baseline, the focus shifted from diagnostics to **implementation quality** — covering bankability, transaction structuring, risk allocation, and practical lessons learned.



University Partnerships

Structured PPP curricula embedded in regional academic institutions.



Applied Research

Student took part in research to dive in real transaction challenges and country priorities.



Regional Expert Pool

APMG-certified professionals forming a durable local knowledge base.

Early Results: From Capacity Building to Investment Pipeline



Solid Waste Treatment Plant - PPP Feasibility Study & Waste management Policy Development



The two interconnected technical assistance projects support the **development of an integrated waste management and circular economy ecosystem** in the Kyrgyz Republic by combining investment project preparation with regulatory and institutional reform.

EDB Financing: \$300K
Project Launch: 2024
Project Status: Implementation



EDB TA as Catalyst for Investments

For EDB, technical assistance is not limited to (pre-) feasibility studies. In many cases, it becomes an instrument of institutional engineering.

*PPP development requires an **integrated approach** — combining institutional capacity building, hands-on project preparation, and investment structuring.*



Logistics center - PPP Pre-feasibility Study



The project combines **technical, financial, and legal structuring** of a border logistics hub. The initiative includes **applied training and case-based workshops** focused on infrastructure project evaluation and PPP structuring in the logistics sector for government stakeholders.

EDB Financing: \$150K
Project Launch: 2025
Project Status: Implementation

Key Takeaways

- 1 Legislation is necessary but not enough on standalone basis**
PPP ecosystems cannot be built through legal reform alone — institutional capacity, local expertise, and transaction skills must be developed in parallel.
- 2 Link capacity building to real pipelines**
Capacity building is most effective when anchored to real sectors, real projects, and real transaction logic.
- 3 "Learning by doing" outperforms lectures**
Simulation-based, transaction-oriented training produces durable skills — participants learn through iteration, not memorisation.
- 4 Long-term investment in people and institutions**
Sustainable PPP development requires sustained commitment to talent, institutional continuity, analytical infrastructure, and transaction capability.
- 5 TA as an integrated instrument**
Well-designed technical assistance simultaneously strengthens institutions, reduces project preparation risk, and generates investable pipelines.

PPP development requires an integrated approach — combining institutional capacity building, hands-on project preparation, and investment structuring.



<https://eabr.org/en/public-private-partnership/>

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