

Experiences in International Development from the region

PRESENTER:

Sam Spurrett – Indonesia Country
Manager

March 2017



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01 Introduction

01 Introduction to Cardno



- Cardno (ASX:CDD) is a professional infrastructure and environmental services company
- Provide services in planning, design, manage and deliver sustainable projects and community programs
- Employs 5,900 staff in over 130 offices working on projects in more than 100 countries.
- APAC: Permanent offices in Philippines, Indonesia, Myanmar, Singapore, Timor Leste and PNG. Projects in Vietnam, Cambodia and Thailand
- Headquarters in Brisbane, Australia

Cardno's Global Presence

PEOPLE

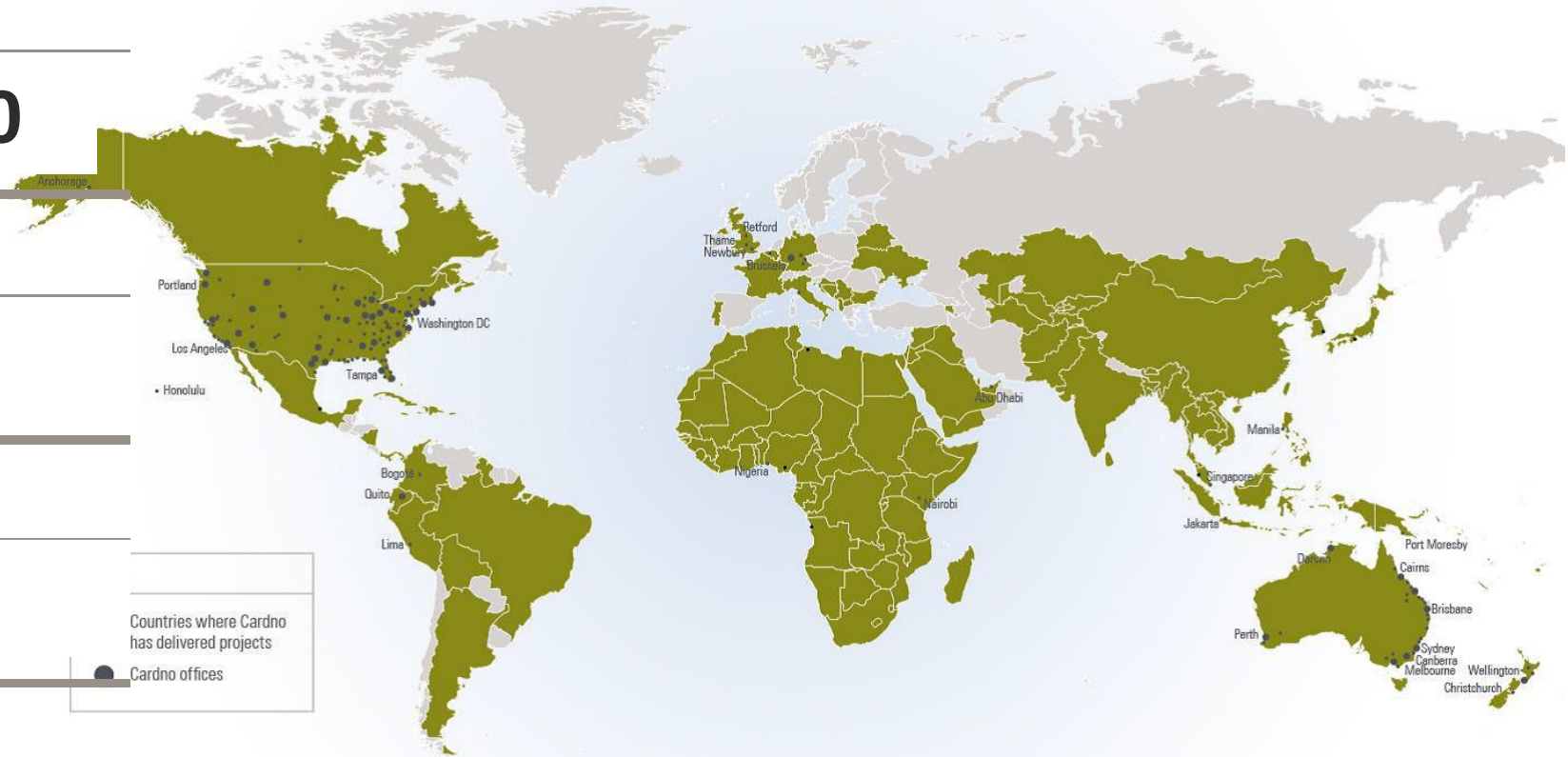
5,900

OFFICES

130

COUNTRIES

100



02 Our experiences with ADB and DFAT in Indonesia and Philippines

01 Cardno in Indonesia



- Active in Indonesia for over 40 years
- Permanent office with a licensed Indonesian entity
- Currently 26 full time corporate staff, around 150 project staff
- Major portfolios: Infrastructure, Education, Governance, Decentralisation, Law and Justice, Disaster Risk Reduction and Social Protection
- Managed the DFAT (then AusAID) funded Basic Education Partnership for over 10 years- school construction (1,700), schools systems quality improvement, Islamic education system strengthening

01 Cardno in Philippines



- Active in Philippines since 2012
- Permanent office with a Philippines entity
- Currently 70 corporate staff with international development, engineering and value center team
- Major portfolios: Basic Education Sector Transformation (DFAT), Basic Education Assistance for Muslim Mindanao (DFAT)



ADB Portfolio

- > Where do we work for ADB?
 - Indonesia, Nauru, Tuvalu, Vanuatu, PNG
- > Our portfolio of projects.
 - Total 9 projects with total fee of USD 15 million
 - Projects in the roads, ports and transportation multimodal

03 Pragmatic Tips

Pragmatic Tips

- > Longer term view of investment
- > Network
 - To understand opportunities better
 - To explore partnership opportunities
 - To understand the sector
- > Starts small, be focused
- > Understanding the client is key – Procurement, Policies, Priorities
- > Understand the key risks – transparency
- > Understand and play to your strength – how can you fill in the expertise gap?
- > Where do you start?

04 Opportunities with KIAT

Opportunities in Indonesia Australia Partnership for Infrastructure

> What is KIAT?

- DFAT funded infrastructure program- Focus on Policy, Planning and Delivery of infrastructure in Indonesia.
- \$300m AUD over 10 years.

> How much business did we do under IndII?

- 15 subcontracts, combined TCV of \$35m AUD.

> How did this benefit us?

- Understanding of the sector- opportunities and challenges
- Understanding client priorities
- Understanding key personnel and organisations

> Opportunities under KIAT?

- 2 large roads activities due to be released before the end of 2017, focus on roads planning and asset management systems
- Potentially a Water and Sanitation program focused around survey indexing.
- More information through the website which will be developed- launch around August.

05 Contacts

Summary and useful contacts

- > Peter Knee – Country Manager, Philippines (peter.knee@cardno.com.au)
- > Robert Anscombe – Contractor Representative, KIAT (robert.anscombe@cardno.com)

Thank you

For more information

Sam Spurrett – Indonesia
Country Manager
Office: +62 218086 9800

sam.spurrett@cardno.com

www.cardno.com