

Building Bridges: The Power of Public-Private Partnerships in the Middle East

Unlocking Economic Growth and Infrastructure Development Through Collaborative Ventures

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“Public Private Partnerships (PPPs) are becoming increasingly vital in the Middle East, especially as countries seek to enhance infrastructure and stimulate economic growth. By combining public resources with private sector expertise, these partnerships can address pressing challenges while promoting sustainable development. A prime example of this synergy is Keolis MHI, a joint venture that brings global expertise to the region, enhancing the potential benefits of PPPs.



The Importance of PPPs and Leveraging International Experience

Keolis MHI, formed by Keolis, Mitsubishi Heavy Industries and Mitsubishi Corporation (the “Company”), is a testament to how global partnerships can enrich local initiatives. With a footprint in over 13 countries, Keolis brings decades of experience in shared mobility solutions. Mitsubishi Heavy Industries is one of the world’s leading industrial groups, amongst many things provides smart infrastructure solutions. Mitsubishi Corporation is a global integrated business enterprise that develops and operates urban development & infrastructure and mobility solutions. Together, the Company, brings a wealth of knowledge that is essential in navigating the complexities of urban transportation in rapidly growing cities across the Middle East. As a Company, our expertise in various sectors, ranging from automated metros to electric mobility, ensures that local infrastructure projects are efficient, innovative and sustainable.

Boosting Infrastructure Development

The Middle East is experiencing rapid population growth and urbanization, leading to an urgent need for improved infrastructure. Many countries in the region face significant infrastructural deficits, and traditional public funding alone is often insufficient to meet these demands. By engaging the private sector through PPPs, governments can tap into additional resources and expertise, facilitating the development of critical infrastructure like railways, airports, roads, hospitals, and schools.

Driving Innovation and Efficiency

One of the standout features of the Company is our commitment to integrating cutting-edge technology into public transport systems. For instance, our experience with driverless metro systems has set benchmarks for safety and reliability worldwide. Private companies often bring innovative solutions and operational efficiencies that can significantly reduce costs and improve service delivery. By allowing these firms to manage projects, governments can benefit from their expertise in project management and technology. This collaboration can lead to faster project completion times and better-quality services for citizens.

Benefits of PPPs for Economic Growth and Attracting Foreign Investment

A well-structured PPP framework can make a country more appealing to international investors. Clear regulations and transparent processes help build trust, encouraging foreign entities to invest in local projects. For instance, the UAE's recent PPP manual aims to streamline procedures and foster a collaborative environment between public entities and private investors. This not only boosts immediate capital inflow but also enhances long-term economic stability.

Creating Jobs and Skills Development

As PPP projects unfold, they generate employment opportunities both directly and indirectly. From construction jobs during the building phase to ongoing roles in operation and maintenance, these partnerships stimulate job creation across various skill levels. As they establish operations in the region, they also bring diverse talent from around the world while also investing in local workforce training. This dual approach enhances employment opportunities and builds a skilled labor force ready to meet future challenges in public transportation.

Improving Public Services

With private entities involved in delivering public services, there is often a greater emphasis on quality and accountability. The competition that arises from involving multiple private players can lead to better service standards as companies strive to meet or exceed expectations. This results in enhanced quality of life for residents through improved healthcare services, transportation systems, and educational facilities.

In conclusion, PPPs are not just a trend; they are a strategic necessity for the Middle East's future economic landscape. By leveraging private sector strengths alongside public resources, countries

can address pressing infrastructure needs while fostering economic diversification and growth. As the region continues to evolve, embracing PPPs will be crucial for sustainable development that benefits all stakeholders involved.”

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