

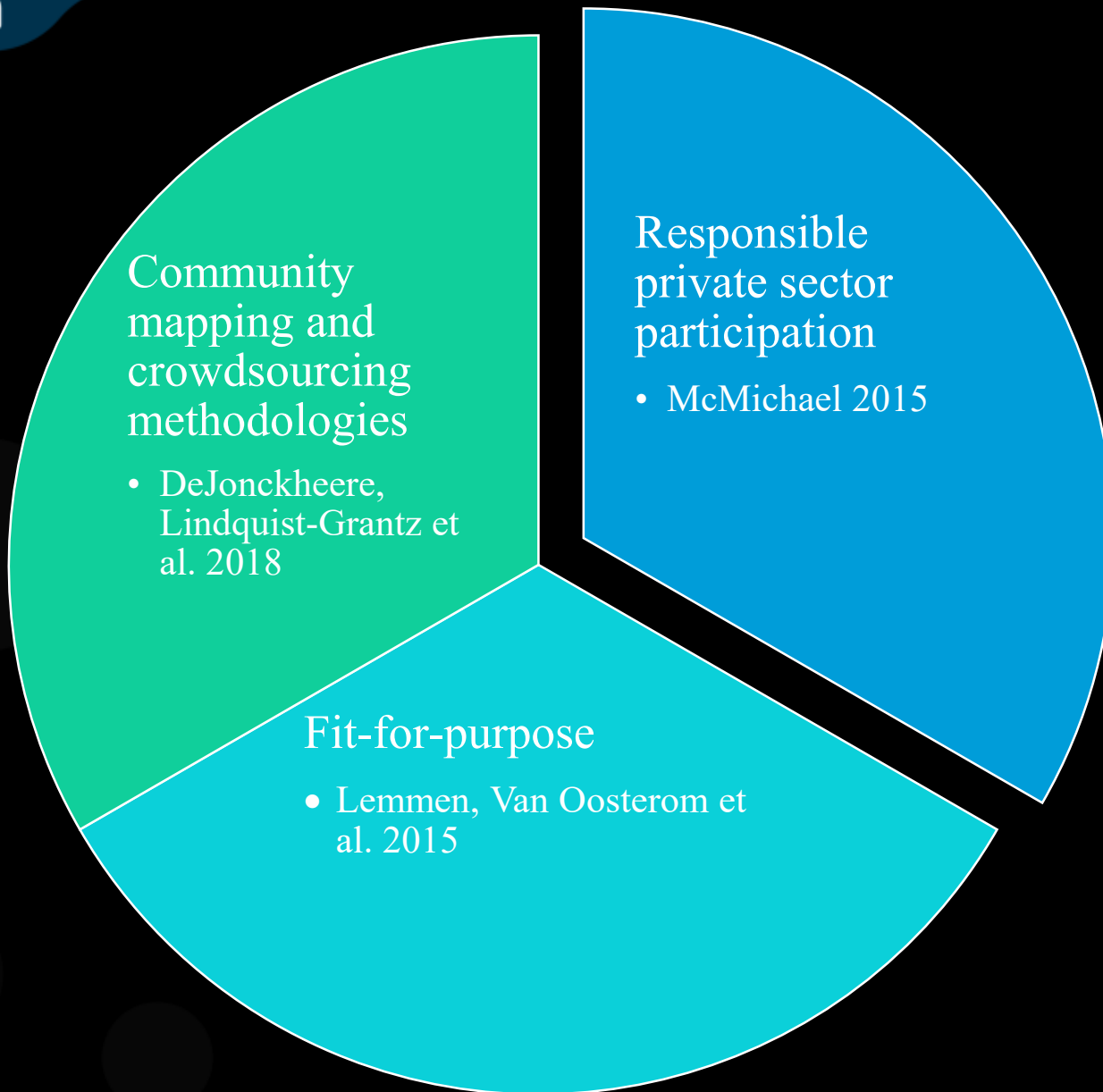
Presented at the FIG Working Week 2019,
April 22-26, 2019 in Hanoi, Vietnam



Could the private sector support SDGs?
Analysing the Land PPPs in the Latin American region



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Today three
general
strategies
drive LAS best
practice

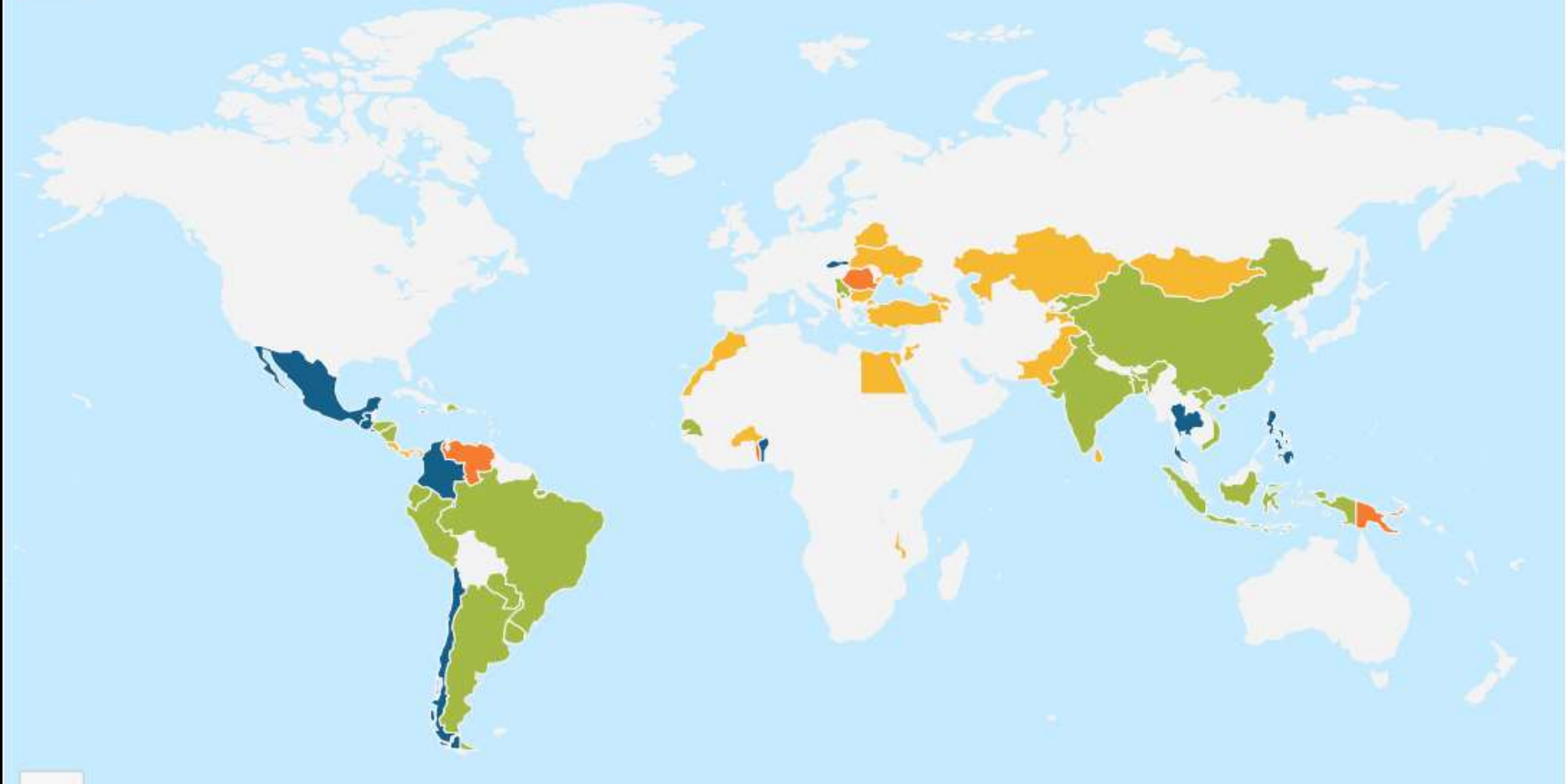
3 SDGs directly address land tenure

Goal	Target	Indicator	Relation to LTS
SDG2: Zero Hunger			
SDG5: Gender Equality			

Some countries have used the private sector in meeting the LAS related SDGs

Could land PPPs accelerate
addressing land issues in LA?

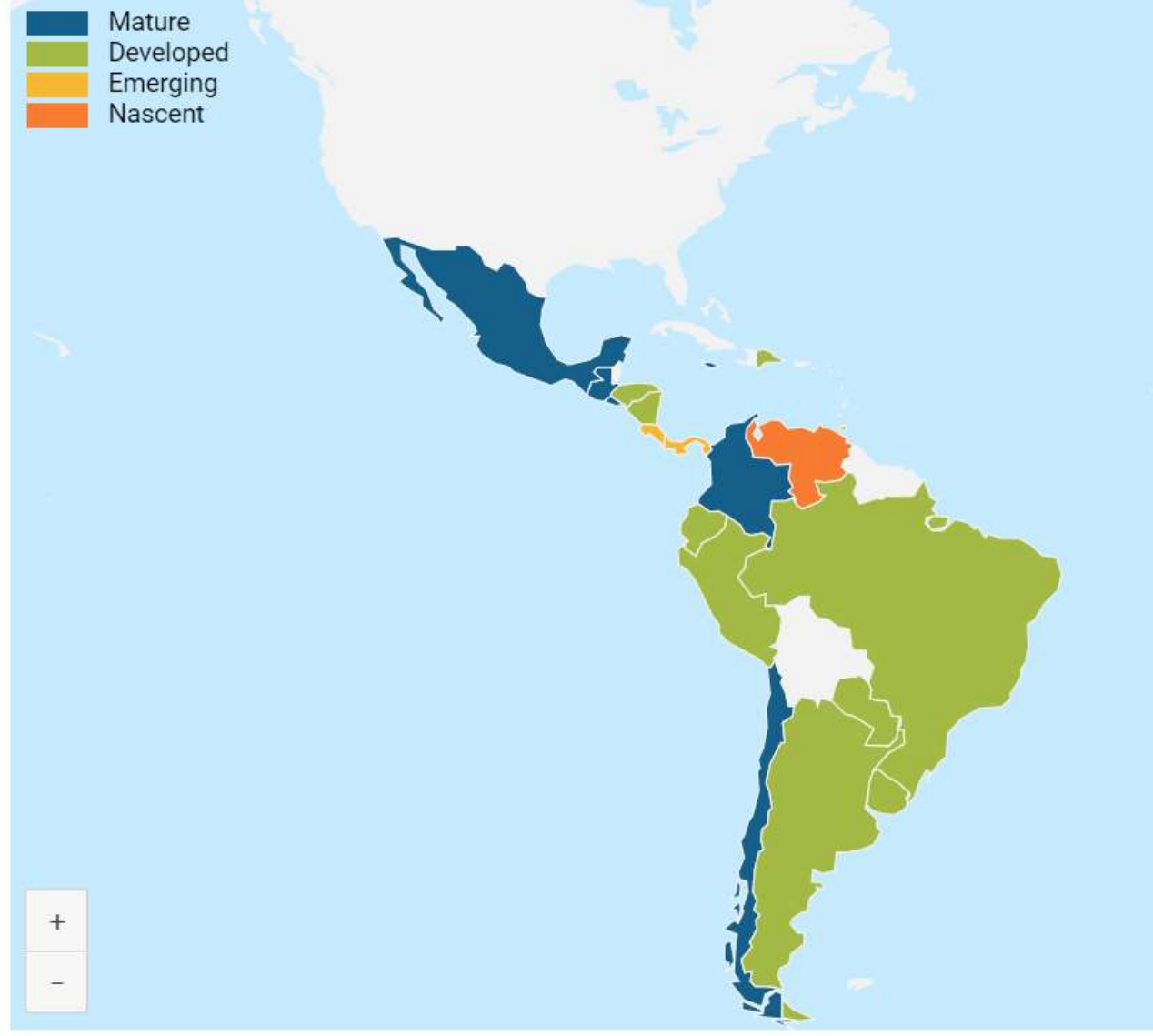
- Mature
- Developed
- Emerging
- Nascent



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count

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- Developed
- Emerging
- Nascent



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As in other sectors, private sector involvement in land reform projects varies



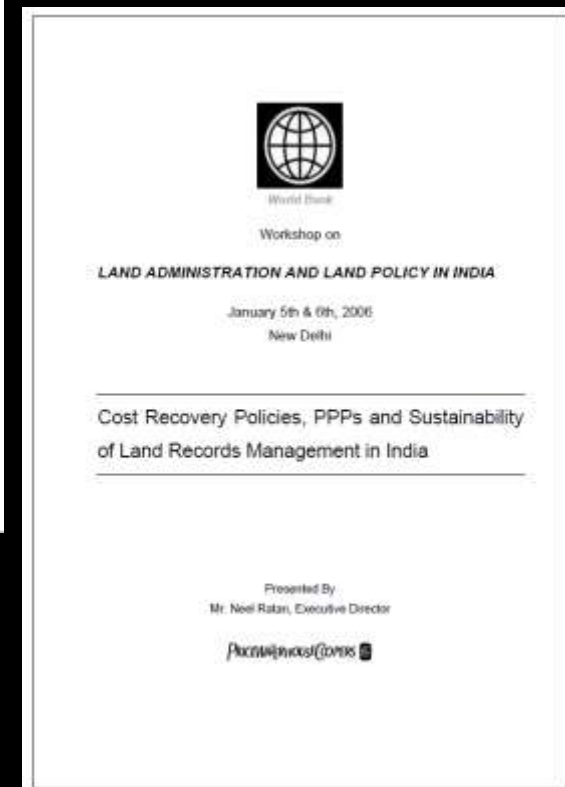
Even though worldwide there are many roles for the private sector in land administration...

Government role	Full responsibility	Manages contracts	Delegates responsibilities	Overseen a concessionaire
<div data-bbox="359 615 682 872"> <p>Private Sector Functions</p> </div>	<div data-bbox="754 522 1077 736"> <p>Surveying services</p> </div>	<div data-bbox="1187 522 1510 736"> <p>Provide legal and cadastral services</p> </div>	<div data-bbox="1607 522 1931 736"> <p>Custodian of information</p> </div>	<div data-bbox="2040 522 2364 736"> <p>Takes market risk</p> </div>
	<div data-bbox="754 769 1077 983"> <p>Supplier of IT equipment</p> </div>	<div data-bbox="1187 769 1510 983"> <p>Provides notary services and other certifications</p> </div>	<div data-bbox="1607 769 1931 983"> <p>Running ITC and front-office facilities</p> </div>	<div data-bbox="2040 769 2364 983"> <p>Drive innovation and investment to meet given KPIs</p> </div>
<p>Examples</p>	<ul style="list-style-type: none"> • Netherlands • Thailand 	<ul style="list-style-type: none"> • New Zealand • Indonesia 	<ul style="list-style-type: none"> • Dubai DLD • Switzerland 	<ul style="list-style-type: none"> • Philippines • Canada

...experiences have shown that key LAS functions are retained by the government

Countries	Austria	Belgium	Denmark	Finland	France	Germany	Greece	Ireland	Italy	Luxembur	Netherlan	Portugues	Spain	Sweden	UK	Turkey
Adjudication	B	S	B	S	S	S	P	S	S	S	S	S	S	S	S	S
Cadastral Survey	P	S	P	S	B	B	P	-	S	B	S	B	B	S	-	B
Processes/ Approvals	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S
Mapping	B	S	B	S	B	B	B	B	S	B	S	B	B	S	B	B
Registration	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S	S
Updating Cadastral Documents	S	S	S	S	S	S	B	S	B	S	S	B	B	S	S	B
Changes Based Demand	P	B	P	B	P	B	B	B	P	B	S	B	B	S	P	P

P: Private sector, S: Public sector and B: both public sector and private sector



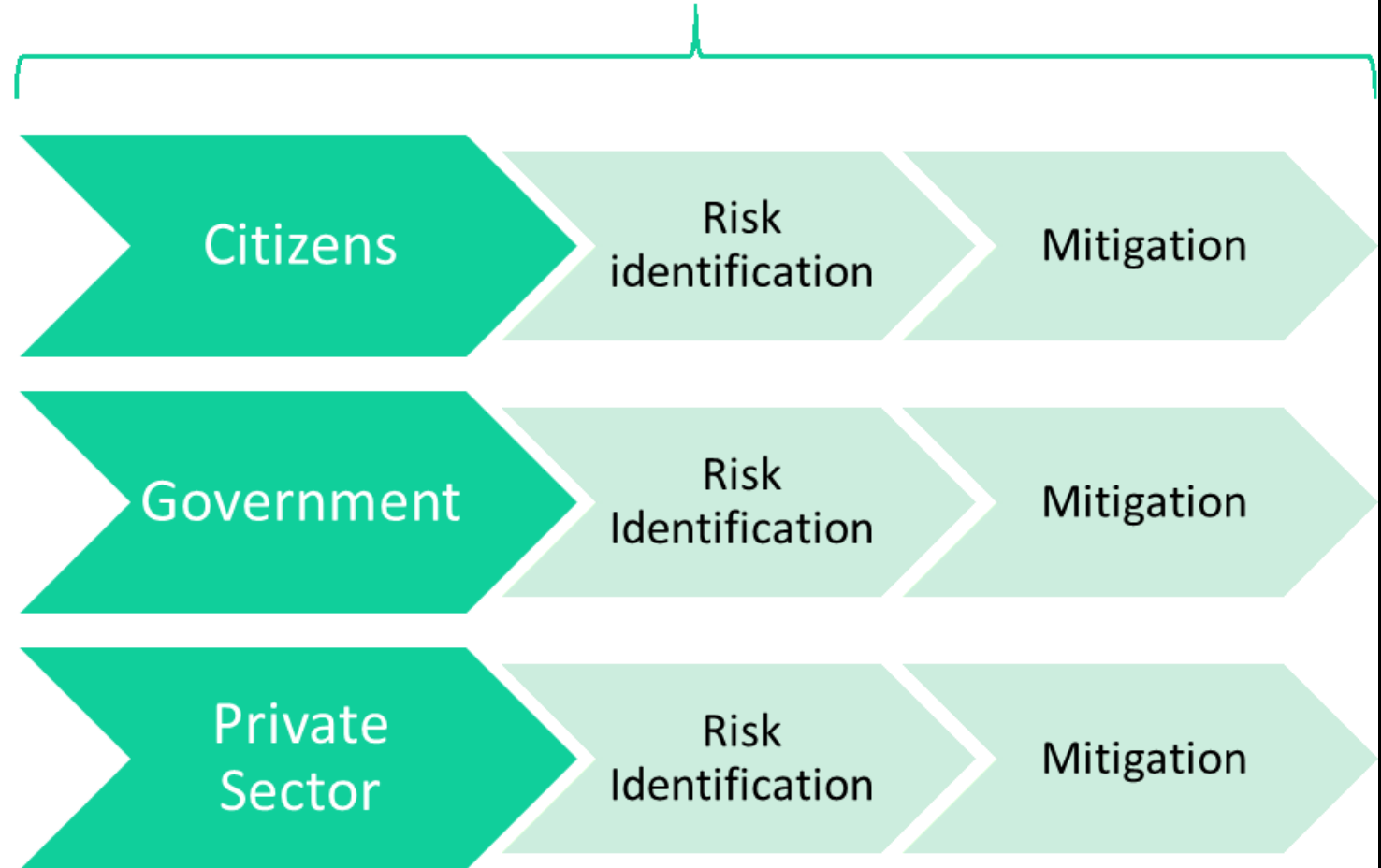
Benefits

- **Improve services**
- **Reduce time to register transaction**
- **Reduce corruption**

- **Increase financing of land administration**
- **Accelerate modernization programs**
- **Increase customer satisfaction**
- **Access to digital land data**

- **Market expansion and sustainability**
- **Long term business models**
- **New revenue streams**

Risk Analysis



Citizens

Risk identification

Mitigation

- | | |
|--|---|
| <ul style="list-style-type: none"> - Increased costs in land transactions - Limited community value on registering land - The land registration system is incomplete or lacks integrity - Excessive focus on technology/digitization rather than service delivery and public awareness - Data privacy - The subsequent increase in title theft/fraud | <ul style="list-style-type: none"> - Market analysis and Value for Money (VfM) considerations as part of the PPP design - Introduce a communications and engagement component in the scope of the PPP contract - Include broadening land registration as part of the scope of the private sector in PPP contract - Tying payments under PPP contract to performance in service delivery using RBF techniques - Include data privacy and customer helpdesk requirement in PPP contract - Integrate performance standards in private sector obligations in PPP contract |
|--|---|

For the citizens, the main risk is that the increase in land transactions

Government

Risk identification

Mitigation

- | | |
|---|--|
| <ul style="list-style-type: none"> - Will government has full access to digital data? - What will happen to existing land registration staff? - What if Private sector went bankruptcy? - Who is responsible in case of cyber security? - Limited PPP experiences - No clear definition of roles and responsibilities | <ul style="list-style-type: none"> - Ensure contractual arrangements include data access - Provide options for institutional reform and introduce training or change management for affected government staff - Consider the participation of international financiers 9e.g. IFC) to ensure financial sustainability - Provide for clear KPIs for data security and contractual commitment to latest legislation and international regulations - Ensure international advisors knowledge transfer - Clarify all roles and responsibilities as part of the contract negotiation |
|---|--|

In most land PPPs, revenues of the operator depends on the property market performance





Dubai has created registration trustee offices

- In October 2012, the Dubai Land Department started licensing companies to act in its behalf and use its system for property registration, among other services.
- The parties have to present themselves at one of the registration trustee's office with an standard contract
- Once the documentation is submitted, the trustee proceeds to register the new owner on the Dubai Land Department. The offices have access to the Land Department system and registration is completed on the spot within a couple of hours.
- Registration fee (processing):
 - AED 2,000 ~ USD550 (If the registered/transferred property value less than AED 500,000)
 - AED 4,000 ~ USD1100 (If the registered/transferred property value equal or more than AED 500,000)

Could be Dubai model help others meet SDGs?

Goal	Target	Indicator	Relation to LTS	Ideas for SDGs
SDG2: Zero hunger	2.3	n/a	Target 2.3 equal access to land, a concept directly related to LTS.	Cross-subsides Other sectors of the LAS (crop registration, mortgages)
		5.a.2	legal framework level of equality related to land for women	limited relevance

Three main strategies are proposed for directing land PPPs towards SDGs



Strategy 1: involve the private sector in the area where it can best perform

Strategy 2: cross-service approaches

Strategy 3: Work with the trusted part of the private sector

