



# **INCREASING EXPORT OF CONSTRUCTION SERVICES**

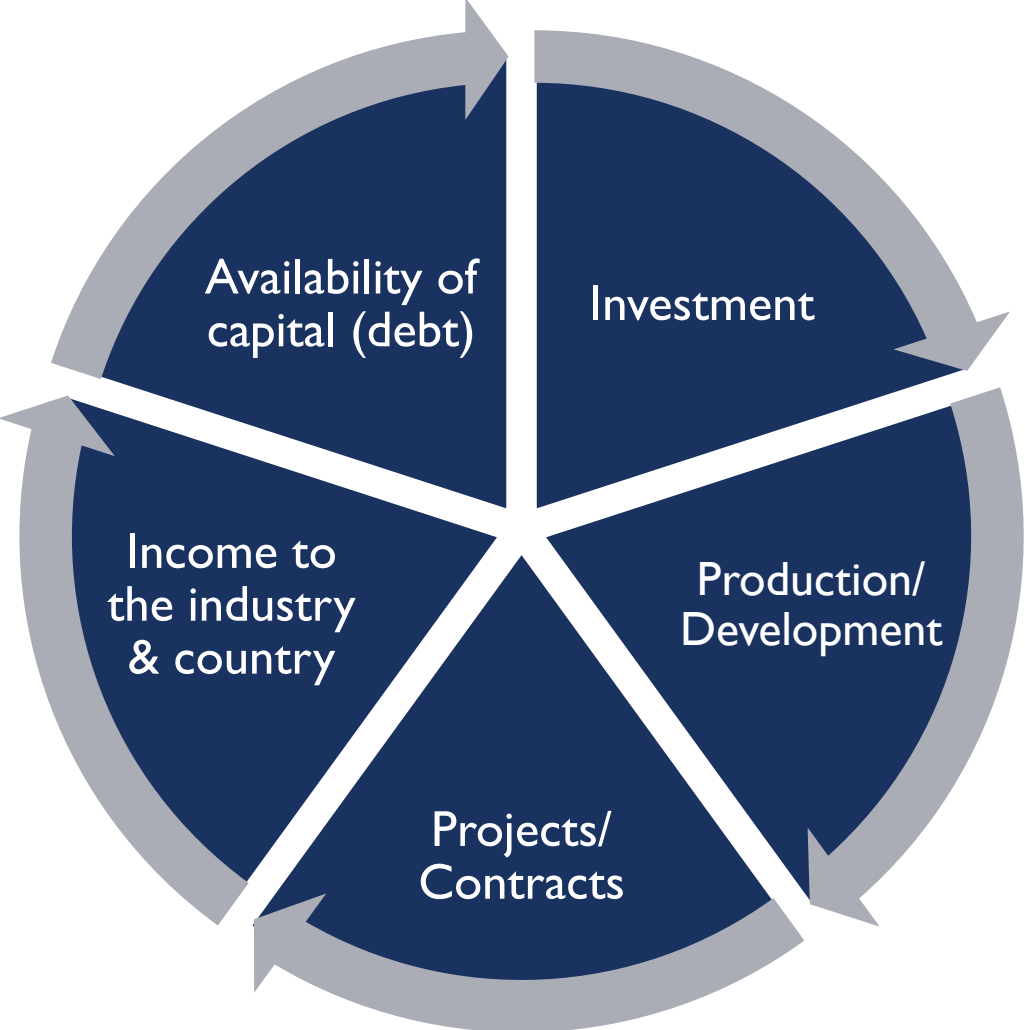
**MEVAN GUNATILLEKE  
SANKEN OVERSEAS (PRIVATE) LIMITED**

# SRI-LANKA CRICKET

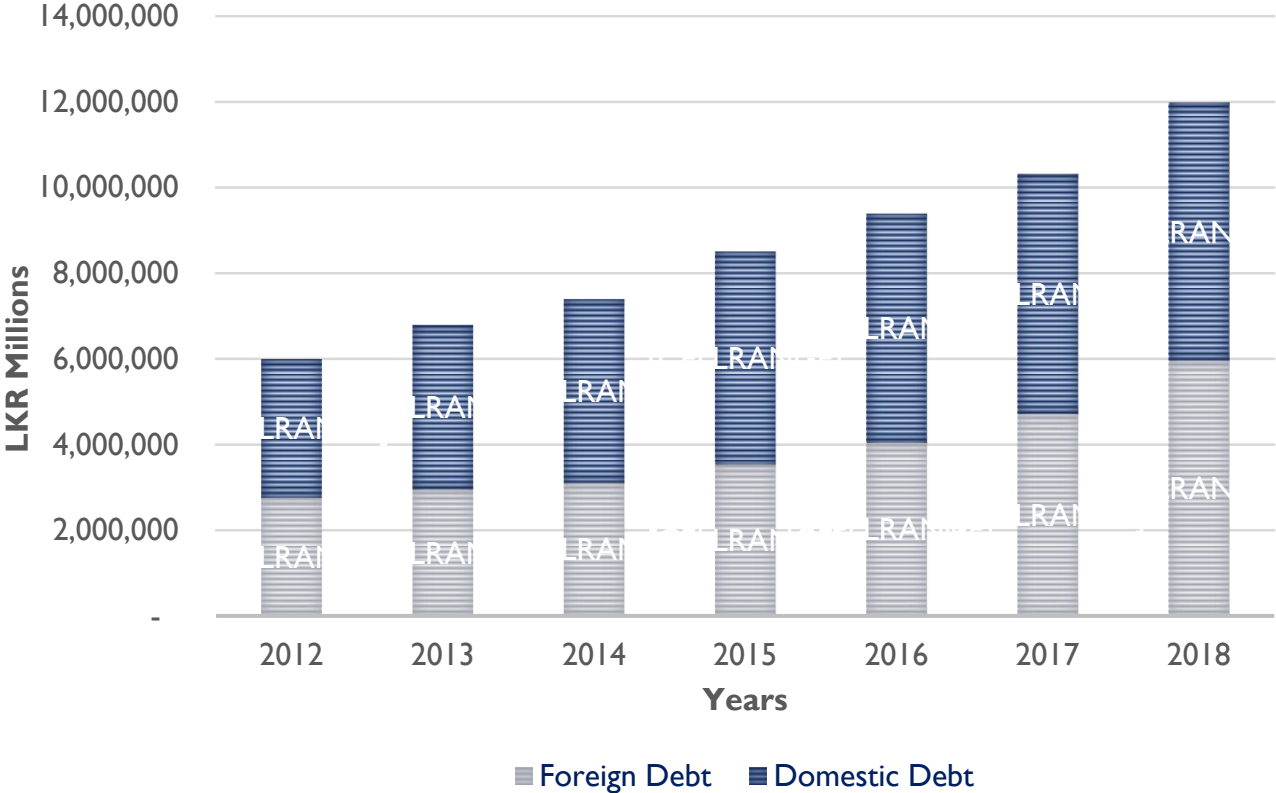


Average ODIs	53.66	22.22
Average First Class	40.99	39.46
First class matches	185	145

# ECONOMY OF SRI-LANKA

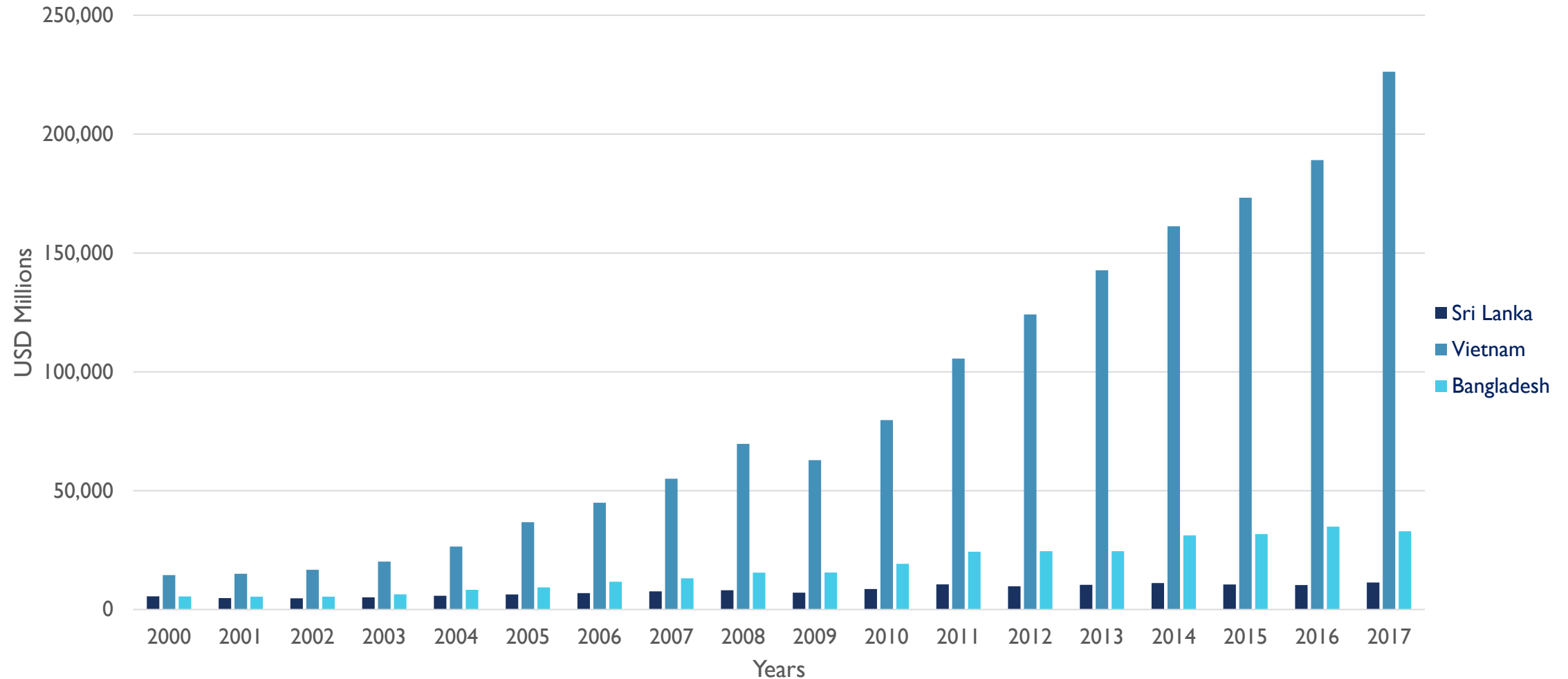


Composition of Government Debt 2012-2018



Sources: Central Bank of Sri Lanka Annual Report 2016,2017,2018

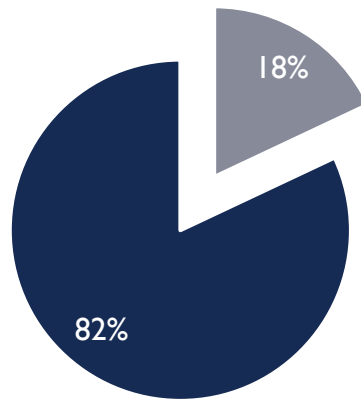
# COMPARISON OF EXPORTS - SRI LANKA, VIETNAM & BANGLADESH



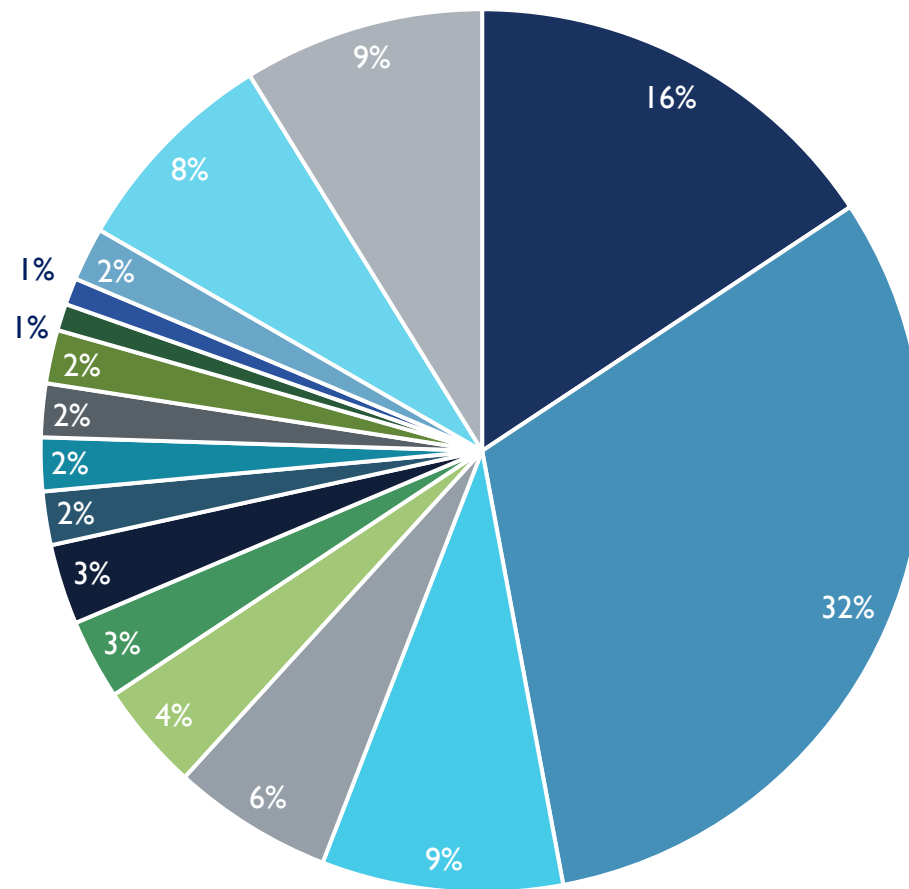
Sources: Central Bank of Sri Lanka, Sri Lanka Customs, EDB, General Statistics Office of Vietnam, World Integrated Trade Solution

# SRI-LANKA'S EXPORT SECTOR – SNAPSHOT OF 2018

Total Gross Domestic Product -  
USD 88.9 billion

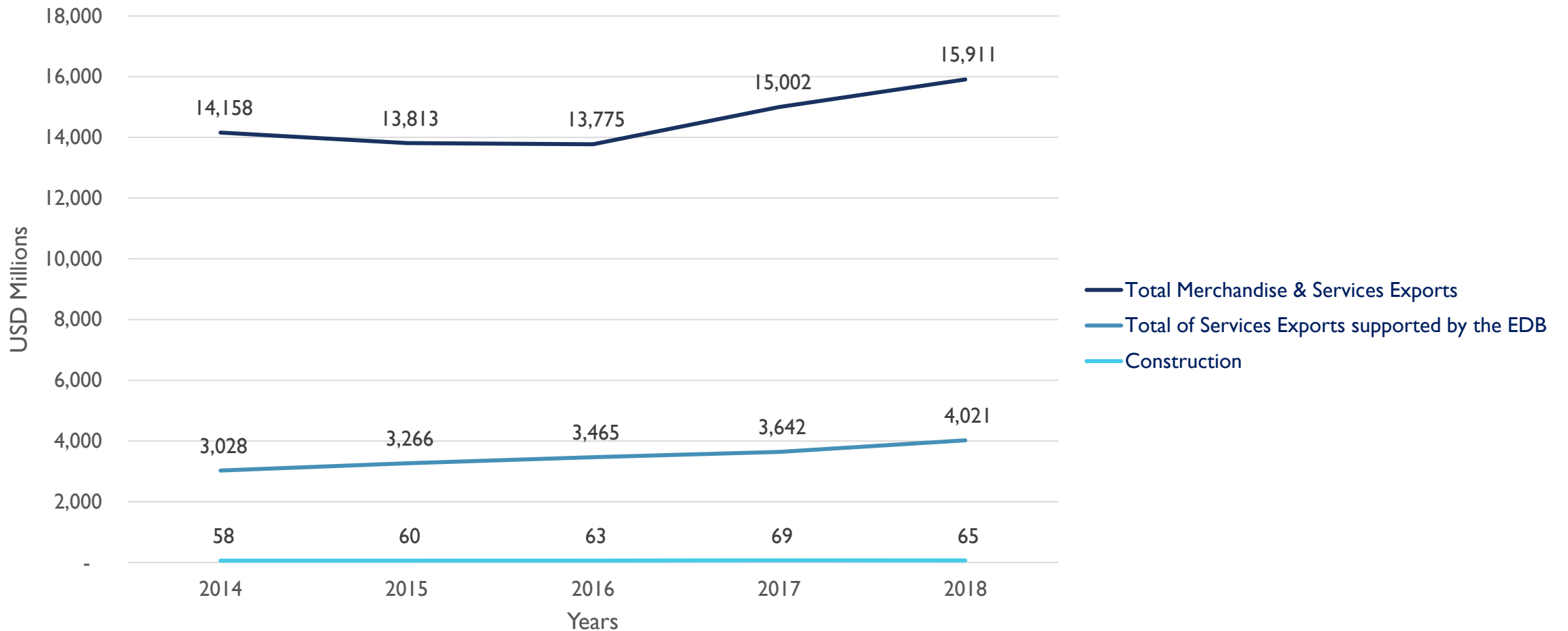


■ Exports ■ Others



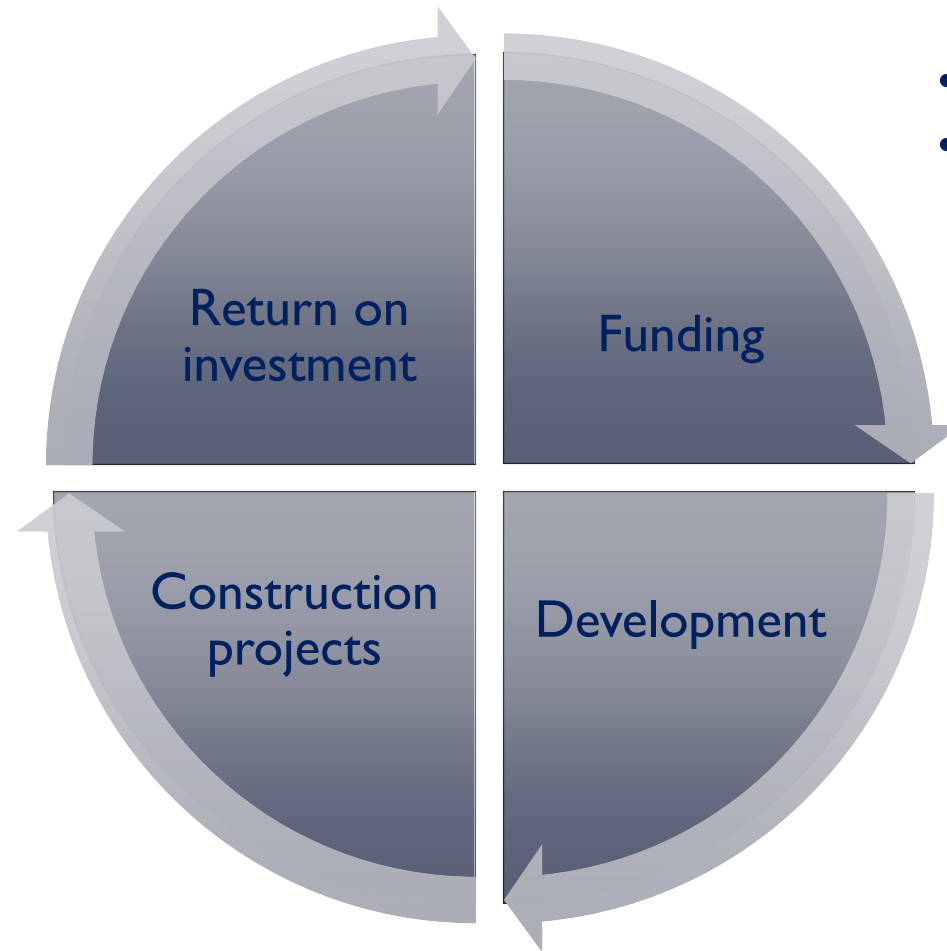
- Transport
- Apparel
- Tea
- Rubber-based
- Coconut based
- Food and Beverages
- Electronics and Machinery
- Petroleum products
- Spices and Essential Oils
- Diamond, Gems and Jewellery
- Seafood
- Construction
- Wellness Tourism
- Financial Services
- ICT/ BPM
- Others

# CONTRIBUTION OF THE CONSTRUCTION INDUSTRY TO EXPORTS – SRI LANKA (2014-2018)



Sources: Central Bank of Sri Lanka, Sri Lanka Customs, EDB

# ECONOMIC CYCLE OF CONSTRUCTION



- Local funding
- Foreign Direct Investments

The construction industry contributes to the economy indirectly whereas exports as a whole, contributes directly

# RESOURCES OF SRI LANKA

Professionals available in the country

Technical input

Local expertise

Relatively low cost of human resources

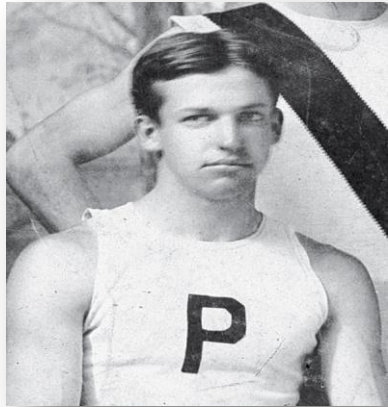
Relatively low cost of overheads



# ENG. D. L .WIMALASURENDRA



# 100 METRES AT THE OLYMPICS




Thomas Burke



Percy Williams



Archie Hahn

Year ↕	Men's champion ↕
1896 <sup>[15]</sup>	 Thomas Burke (USA)
1900 <sup>[24]</sup>	 Frank Jarvis (USA)
1904 <sup>[25]</sup>	 Archie Hahn (USA)
1908 <sup>[26]</sup>	 Reggie Walker (RSA)
1912 <sup>[27]</sup>	 Ralph Craig (USA)
1920 <sup>[28]</sup>	 Charlie Paddock (USA)
1924 <sup>[29]</sup>	 Harold Abrahams (GBR)
1928 <sup>[30][31]</sup>	 Percy Williams (CAN)
1932 <sup>[32][33]</sup>	 Eddie Tolan (USA)
1936 <sup>[34][35]</sup>	 Jesse Owens (USA)
1948 <sup>[36][37]</sup>	 Harrison Dillard (USA)
1952 <sup>[38][39]</sup>	 Lindy Remigino (USA)
1956 <sup>[40][41]</sup>	 Bobby Morrow (USA)
1960 <sup>[9][42]</sup>	 Armin Hary (EUA)
1964 <sup>[10][43]</sup>	 Bob Hayes (USA)
1968 <sup>[44][45]</sup>	 Jim Hines (USA)
1972 <sup>[46][47]</sup>	 Valeriy Borzov (URS)
1976 <sup>[48][49]</sup>	 Hasely Crawford (TRI)
1980 <sup>[50][51]</sup>	 Allan Wells (GBR)
1984 <sup>[52][53]</sup>	 Carl Lewis (USA)
1988 <sup>[54][55]</sup>	 Carl Lewis (USA)
1992 <sup>[56][57]</sup>	 Linford Christie (GBR)
1996 <sup>[58][59]</sup>	 Donovan Bailey (CAN)
2000 <sup>[60][61]</sup>	 Maurice Greene (USA)
2004 <sup>[63][64]</sup>	 Justin Gatlin (USA)
2008 <sup>[65][66]</sup>	 Usain Bolt (JAM)
2012 <sup>[67][68]</sup>	 Usain Bolt (JAM)
2016	 Usain Bolt (JAM)



Usain Bolt



Maurice Greene



Donovan Bailey

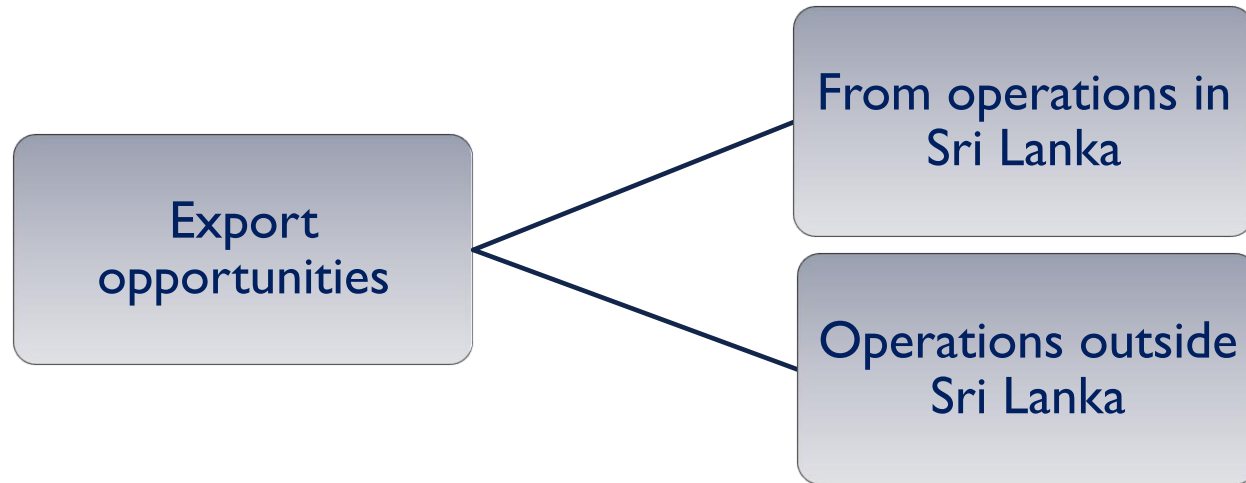
# POINTS TO CONSIDER WHEN DECIDING THE CORRECT MARKET/PROJECT

- Balance between technical know-how and cost of available competition
- Political stability/ Security
- Taxation
- Repatriation of funds

# CHALLENGES

- Foreign territory - Margin for error is very low
- Logistical issues/ procurement issues
- Unpredictability of payments
- Limitations in litigation/ arbitration
- Financial limitations in carrying out contractor financed projects
  - PPP projects
  - BOT projects
  - BOOT projects

# FUTURE OF THE CONSTRUCTION INDUSTRY



- Design
- Estimation
- Project management
  
- Sub contractor
- Joint venture with a foreign contractor
- General contractor

- Establish Government-to-Government (G2G) projects
  
- Enter a new country with a strategic joint venture based on a win-win formula