

ORGANISING IDEAS IN A PARAGRAPH

Accessible text

Main point

The overall message of the paragraph is that privatisation (of utilities) has failed. This is clear in every sentence, as the phrases in bold show.

Privatisation has failed on several counts. Contrary to expectations, private investors have **shied away from investing** in such utilities in the region. So it has been **costly for governments to motivate them to invest**. Moreover, the focus of investors on cost recovery **has not promoted social objectives**, such as reducing poverty and promoting equity.

First reason

The main reason for this failure is that private investors have not been interested in investing in this region (which is sub-Saharan Africa).

Privatisation has failed on several counts. **Contrary to expectations, private investors have shied away from investing in such utilities in the region.** So it has been costly for governments to motivate them to invest. Moreover, the focus of investors on cost recovery has not promoted social objectives, such as reducing poverty and promoting equity.

Consequence

This sentence is linked to the previous one with the word "So". This shows that this sentence is a consequence (or result) of the previous sentence.

Privatisation has failed on several counts. Contrary to expectations, private investors have shied away from investing in such utilities in the region. **So it has been costly for governments to motivate them to invest.** Moreover, the focus of investors on cost recovery has not promoted social objectives, such as reducing poverty and promoting equity.

Second reason

The word "Moreover" introduces a second reason for the failure of privatisation.

Privatisation has failed on several counts. Contrary to expectations, private investors have shied away from investing in such utilities in the region. So it has been costly for governments to motivate them to invest. **Moreover, the focus of investors on cost recovery has not promoted social objectives, such as reducing poverty and promoting equity.**