



PPP ^{9th} Annual in Europe Conference

27 - 28 May 2014
Vienna, Austria

EVENT INTRODUCTION

Europe may be beginning to move out of the worst of the financial crisis, but as The Economist reports at the start of the year that the process will be akin to a 'slow thaw', it's clear that Europe is not yet out of the woods. A clear and comprehensive understanding of the various financing options and a close analysis of the successes and failures of PPP projects are indispensable for sustaining and improving the future outlook of the PPP landscape. At this respected annual event, prominent public and private sector speakers from across Europe will discuss the crucial topics and evaluate a wide range of case studies. Networking opportunities and round table discussions steered by the attendees will ensure that this event is a highly beneficial experience for anyone involved with PPPs.

WHO WILL YOU MEET

Policy makers, senior government officials, investment/private banks, private equity pension/insurance funds, construction companies, concession companies, economists, project financing specialist, financing advisors, consultants, legal firms, PPP and PFI experts.

ENDORSED BY:

SPONSOR:



OUR SPEAKING BOARD

PETER SNELSON

PS-PPP Consult, UK
Managing Director

BARTOSZ MYSIORSKI

Centrum PPP, Poland
Vice Chairman of the Board

TOMASZ KORCZYNSKI

Centrum PPP, Poland, Attorney
at law/Chief Legal Adviser

ANTHONY PEARCE

**International Road
Federation, UK**, Honorary Life
Member/former Director General

MARCUS KLEINER

HSH Nordbank AG, Germany
Head of Infrastructure and Rail

FADI SELWAN

Vinci Concessions, France
Executive Vice President and
Business Development Director

NICOLAS FIRZLI

World Pensions Council, France
Cofounder and Director-General

GABRIELE PASQUINI

**Department for Economic
Policy Coordination and
Planning, Presidency of the
Council of Ministers, Italy**
Director

ALISTAIR HIGGINS

ING Bank, UK, Director

ANTONIA WHITECOURT

ING Bank, UK, Associate
Infrastructure Finance and
Advisory

FRANCOIS GAUDET

**European PPP Expertise
Centre, European Investment
Bank, Luxembourg**
Principal Adviser

FRANCOIS BERGERE

**Mission d'Appui aux PPP
(MAPP), Ministry of Finance
France**, Director

MIKE REDICAN

**Deutsche Bank AG, United
Kingdom**, Managing Director

ROB PETERS, The Dutch

**Ministry of Infrastructure
and the Environment/
Rijkswaterstaat, Netherlands**
Senior PPP Adviser

ERIK NAAFS

VolkerWessels, Netherlands
Director PPP

MATTHIAS HERRMANN

**Warnoquering GmbH
& Co KG, Germany**
Managing Director

FOR SPEAKING OR PANELLIST OPPORTUNITIES

PLEASE CONTACT: **Isabel Smith**, Conference Producer

Phone No.: +421 257 272 167

Email: isabel.smith@flemingeurope.com

OFFICIAL AIRLINE CARRIER:



BOOKING LINE: tel: + 421 257 272 361 / fax: + 421 257 277 277

EMAIL: martin.balek@flemingeurope.com, www.flemingeurope.com

OUR STEERING COMMITTEE

PETER SNELSON, PS-PPP Consult, UK, Managing Director

BARTOSZ MYSIORSKI, Centrum PPP, Poland
Vice Chairman of the Board

TOMASZ KORCZYNSKI, Centrum PPP, Poland
Attorney at law/Chief Legal Adviser

ANTHONY PEARCE, International Road Federation, UK
Honorary Life Member/former Director General

DAMIR NOVAKOVIC, Croatia, Private Consultant

JAN VAN SCHOONHOVEN, UNECE PPP Centre of Excellence
Switzerland, Executive Programme Leader

TESTIMONIALS:

"I thought it was an excellent conference, great discussion, well Chaired, interesting and relevant topics. So well done to you and your team."

Director/Chief Executive, National Development Finance Agency, National Treasury Management Agency, Ireland.

"I enjoyed the conference a lot and was sorry I had to leave early."

Senior Banker, EBRD, United Kingdom.

"Just a quick word to thank you and your team for the warm welcome back in Vienna and for the professional organization and useful conference."

Investment Manager, Transport Infrastructure Investment Company, Portugal.

"A real „step ahead“ for me coming from public sector."

Vice Mayor, Primaria Buzau, Romania.

"Very modern approach for managing conferences. Great variety of speakers and attendees."

Senior Adviser, Agency for PPP, Croatia.

"An interesting mix of practitioners, advisers, finance providers. A good networking opportunity."

Senior Credit Manager, EBRD, United Kingdom.

8TH ANNUAL PPP IN EUROPE CONFERENCE

Geographical Breakdown

- WE – 38%
- CEE – 42%
- SEE – 15%
- Other – 5%

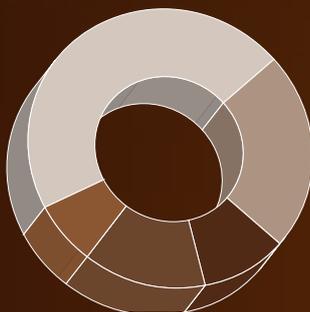


Sector Breakdown

- Public – 49%
- Private – 51%

Job Title Breakdown

- CxOs/Heads/Directors /Presidents – 46%
- Public Representatives – 23%
- Senior Managers – 14%
- Specialists – 10%
- Others – 7%



Who will you meet?

policy makers • senior government officials
• investment/private banks • private equity
pension/insurance funds • construction
companies • concession companies • economists
• project financing specialist • financing advisers
• consultants • legal firms • PPP and PFI experts

DAY I | MAY 27, 2014

8:30 Registration and coffee

9:00 Welcoming note from Fleming Europe

9:05 Opening remarks from the Chair

9:10 Networking session

The first fifteen minutes of this networking session will allow everyone to introduce themselves to other attendees and to exchange business cards if they wish. There will then be a short five-ten minute presentation by one or two attendees from previous years, who can briefly outline what was taken away from last year's conference. They will then ask the other attendees for the topics that they would like to discuss in the roundtable discussion in the afternoon of the first day, as well as what they are hoping to gain from the conference as a whole, so that an overall aim of the conference can be formed.

▶ OPENING KEYNOTE SESSIONS

9:50 Reviewing Market Trends Across the PPP Landscape

- How will the more aggressive pricing of credit and the resulting margin compression affect the PPP landscape?
- How can both issuers and investors protect themselves?

10:20 The Affordability of PPPs

Mike Redican, Deutsche Bank AG
United Kingdom, Managing Director

11:00 Morning Coffee & Networking

11:30 When Are PPPs Most Effective?

- Which projects are most suited to a PPP structure?
- How to effectively manage the procurement process.

Fadi Selwan, Vinci Concessions, France, Executive Vice President and Business Development Director



▶ PPP FINANCING – WHAT ARE THE OPTIONS?

12:10 Private Project Bond Initiatives: An Infrastructure Carol'

- Looking at past, present and future development of alternatives to bank debt financing of infrastructure.
- Open standards versus proprietary financing models.
- Reviewing the requirements these private sector alternatives will place on sponsors and procuring authorities.
- Consideration of the constraints that the market is likely to be faced with, and what limitations will apply in the near term.

Alistair Higgins

ING Bank, UK

Director

Antonia Whitecourt

ING Bank, UK

Associate, Infrastructure Finance and Advisory

12:40 Lunch

14:00 The Europe 2020 Project Bond Initiative – Evaluating the pilot phase

- How successful has the pilot phase been (due for completion in 2016), during the final period of the 2007-2013 multiannual financial framework?
- Is the pilot phase meeting the objectives of stimulating investment and establishing debt capital markets as an additional source of project finance?

14:30 Combining EU funds and PPPs: New and Improved Regulations for the 2014-2020 MFF

Francois Gaudet

European PPP Expertise Centre

European Investment Bank, Luxembourg

Principal Adviser

15:00 ▶ CASE STUDY A practical look at hybrid PPPs

- How to accurately prepare the application for EU funding.
- How can EU funds be most effectively absorbed into a PPP project?
- What have been the greatest problems faced so far with hybrid PPPs?

15:30 Afternoon Coffee & Networking

DAY I | MAY 27, 2014

**16:00 Networking Roundtable Session:
Continuation of Morning Discussion**

This session will see a small number of round table discussions based on the topics highlighted by attendees in the morning introductory session. Each table will be led by a member of the steering committee, and attendees will be able to move between the tables at ten minute intervals if they choose.

**16:40 Pension & Sovereign Wealth Fund Investment
in European Infrastructure Projects**

- Global macro context and liability-driven approach to the "asset class"
- Pioneering role of Canadian and Californian pension funds in Europe
- Rise of sovereign wealth funds: Abu Dhabi, China, Singapore...
- Why Europe/Eastern Europe? Country attractiveness and lack thereof
- What pension & sovereign wealth funds expect from public policy makers/co-investors

(Followed by a 5 minute Q&A session)

Nicolas Firzli, World Pensions Council, France
Cofounder and Director-General

**17:10 PANEL: How Institutional Investors and Banks Will
Work More Intensively Together In The Future On
Long Term PPP – The Banks' Perspective**

Moderated by

Marcus Kleiner, HSH Nordbank AG, Germany
Head of Infrastructure and Rail

This panel will be led with a presentation on how institutional investors and banks can cooperate more effectively, which will be followed by a discussion on best strategy and long term outlook.

**17:45 How healthy is the current PPP environment
across CEE and SEE?**

- What are the most recent developments or significant projects in these regions?
- A look at any recent legislative updates or political changes.
- How promising is the future outlook for PPP in these countries?

Bartosz Mysiorski, Centrum PPP, Poland
Vice Chairman of the Board

**18:05 Country ► CASE STUDY Polish PPP Emerging
Market: A Review of 2009 – 2014**

- What are the recent trends driving Poland's PPP market?
- An examination of Poland's project pipeline.

Tomasz Korczyński, Centrum PPP, Poland
Attorney at law/Chief Legal Adviser

18:25 Feedback session

18:35 Closing remarks from the Chair

Speakers and delegates are cordially invited to attend the **NETWORKING COCKTAIL RECEPTION**



DAY II | MAY 28, 2014

9:00 Welcoming note from the Chair

▶ | MEGA-PROJECTS

9:05 **PANEL DISCUSSION: Taking a closer look at mega-projects – what are the main risks and challenges here?**

This panel will discuss the unique transformational opportunities that accompany mega-projects as well as the challenges inherent in the timeframe, the frequent underestimation of cost, and the sheer scale of such projects.

9:45 ▶ **CASE STUDY UK: Crossrail**

- A look at the metro and rail project that will create 118 kilometres of rail across London, consisting of 37 new connections.
- Besides its scale, what makes Crossrail a mega-project? What will its impact be for the City and Greater London?
- A look at how the Crossrail project is spurring innovation in the industry.

10:20 Morning coffee & networking

▶ | PPP CASE STUDIES

10:50 ▶ **CASE STUDY Spain: Vigo University Hospital**

- This project will design, build, operate and maintain facilities for 600,000 people.
- The contract duration is 10 years with a capital value of 380.00m EUR.

11:20 ▶ **CASE STUDY Netherlands: SAA Program and SAA A1/A6 Diemen - Almere**

Rob Peters, The Dutch Ministry of Infrastructure and the Environment/Rijkswaterstaat, Netherlands
Senior PPP Adviser
Erik Naafs, VolkerWessels, Netherlands, Director PPP

11:50 **GOVERNMENTAL PANEL: PPP Projects**

This panel will discuss a number of PPP projects from across Europe, and the similarities and differences in approach taken by involved parties. Panellists will be government ministers and Heads of PPP Departments, to allow for a broad overview of projects and a focused analysis of the differences across Europe.

Panellists:

Gabriele Pasquini, Presidency of the Council of Ministers - Department for Economic Policy Coordination and Planning, Italy, Director
Francois Bergere, Mission d'Appui aux PPP (MAPPP), Ministry of Finance, France, Director

12:30 Lunch

13:40 **PANEL: Why do PPP projects fall through?**

Moderated by

Peter Snelson, PS-PPP Consult, United Kingdom
Managing Director

Panellists:

Matthias Herrmann, Warnowquerung GmbH & Co KG, Germany, Managing Director

This panel will look at some examples of PPP projects in an attempt to try and highlight what limits projects being secured as PPPs, and what risk factors lead to operational PPPs being secured. Panellists will have been involved with these projects so that they can offer an insider's perspective into the main issues and hurdles that caused the projects to break down, as well as some concrete examples of the obstacles faced.

14:20 ▶ **CASE STUDY France: Bourgogne University Campus**

- This project is part of France's 'Operation Campus', launched by President Sarkozy to develop and promote French university campuses.
- The Bourgogne university campus project concerns the design and construction of four new buildings in the university.

14:50 ▶ **CASE STUDY Croatia: Zagreb Airport**

- This project will build a new terminal at Croatia's biggest airport

15:20 ▶ **CASE STUDY Netherlands: Zaanstad Prison**

- This project will build a 624 cell prison in Northern Holland.

15:50 ▶ **CASE STUDY Turkey: Third Bosphorus Bridge**

16:20 ▶ **CASE STUDY Italy: Bre-Be-Mi Toll Road**

- This 62km long motorway is a 2.40bn EUR project stretching from Milan to Brescia, through five Italian provinces.

Gabriele Pasquini, Department for Economic Policy Coordination and Planning, Presidency of the Council of Ministers, Italy, Director

16:50 Closing remarks from the Chair

17:00 Farewell coffee and networking

