

3rd Annual

# CEE PPP & Infrastructure Forum

*Investing in future partnerships*

16th -17th October 2013

InterContinental Hotel

Warsaw, Poland

CEE PPP & Infrastructure Forum 2013 is a high level learning and networking platform, where international PPP practitioners gather to discuss the viability of the outlined infrastructure projects, offer best practice support and identify new cooperative opportunities.

This Forum will connect public and private sector stakeholders from the CEE region with international experts, in order to discuss the viability of the outlined infrastructure projects, offer best practice support and identify new cooperative opportunities. Focus sectors include Transport, Energy, Environmental and Social Infrastructure. Countries discussed include Czech Republic, Hungary, Poland, Russia, Slovakia, Ukraine and the Baltic States.

Our 2013 Forum will address key obstacles that have stalled the development of infrastructure projects in the region and investigate solutions to fuel and steer its sustainable growth.

Our diverse expertise panels and keynote presentations will provide a complete overview of benefits and challenges for the development of sustainable and long-term PPP solutions in CEE. Speakers and participants will include National and Local government, infrastructure funds, financiers and sponsors, construction firms and concessionaires, regional advisors and legal firms.

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## Feature speakers:

Stephane Duhr, Director, Barclays Infrastructure Fund, France

John Seed, Divisional Manager, Infrastructure Finance and Investment Division, Mott MacDonald, United Kingdom

Florent Del Picchia, Fund Manager, Aviva Investors, France

Filip Drapak, Economist Intelligence Unit, United Kingdom

Toshiaki Sakatsume, Senior Banker, EBRD, United Kingdom

Dan Cocker, Partner, Allen & Overy, Poland

Artur Pielech, Vice President and CEO, FBSerwis S.A., Poland

Agnieszka Szmczyk, Senior Banker, EBRD, Poland

Adam K. Prokopowicz, Centre for Analyses of Transport and Infrastructure, Poland

Klaus Kathmann, Head of Structured Finance (MD), Strabag Infrastructure Development, Austria

Magdalena Jaworska, Director, GDDKiA, Poland tbc

Kamil Jankielewicz, Counsel, Allen & Overy, Poland

Mathias Pahlke, Head of Infrastructure Europe, Nord/LB, United Kingdom

Pedro Gomez Lopez, Member of Management Board, FBSerwis S.A., Poland

Swallow Sui, Head of PPP & Project Finance Services, URS Infrastructure & Environment, United Kingdom

Jan Dziekański, Adviser to the CEO, Bank Gospodarstwa Krajowego, Poland

Tony Stratford, Consultant, Intertoll Europe, United Kingdom

Stephane Heddesheimer, COO, Sita Polska Sp. z o.o., Poland

Maciej Dobieszewski, Head of Technical Law Unit, Ministry of Economy, Poland

Manuel Cary, Partner, TIIC - Transport Infrastructure Investment Company, Portugal

Tads Jagminas, Director, Project Management Department, Invest Lithuania

Victor Afonin, General Manager, Agency for Strategic Investments Gov. of St. Petersburg, Russia

Łukasz Dziekoński, Member of the Management Board, Marguerite 2020 Fund/ PKO BP, Poland

Ian Paterson, PPP Director, Atkins Global, United Kingdom

Robert Bain, Managing Director, RB Consult, United Kingdom

Stephen Harris, President & COO, Global Infrastructure Group Ltd., United Kingdom

Dominika Nowosinska, Business Development Director, Environmental Services, FBSerwis S.A., Poland

Dr. Rafael Cieslak, KDG, Poland

Mr Alexandre Bajenov, Director of PPP Unit, Vnesheconombank (Russian Development Bank) tbc

European Investment Bank, Speaker tbc, Luxembourg

International Finance Corporation, Speaker tbc, Russia

Ministry of Regional Development, PPP Unit, Poland, speaker tbc



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E.E.L. Events Ltd is renowned for providing premier strategic events across various industry sectors in new and emerging markets in Europe. Our events are designed for those international players who prefer smaller, more structured programmes allowing for effective exchanges of ideas. As a result of our focused approach, the audience can more carefully examine a variety of topics tailored to facilitate new alliances and business ventures.

We look forward to welcoming you in Warsaw!

## Meet our Sponsors:



FBSerwis SA is a Polish company co-founded by Budimex SA and Ferrovial Services SA. The scope of services provided range from environmental services (waste collection, treatment and including EfW and landfill), to roads maintenance, snow removal, maintenance of traffic and street lights, bridges, landscaping), and Facility Management (technical maintenance, cleaning) as well as Energy Efficiency Services and Smart City Projects.



Mott MacDonald is the leading provider of PPP technical advisory services in the world, recognised by the industry as the Global PPP Technical Advisor of the Year for six of last eight years. In 2011 alone, they advised on an unprecedented 351 transactions across 63 countries for a capital value of several hundred billion dollars. The company established PPP advisory teams across the world and have gained a leading reputation in providing commercial and technical advisory services to public and private clients.



Allen & Overy, A. Pędzich sp. k. is one of the largest international legal practices in Poland. In 1991 our Warsaw office was one of the first international law offices established in Poland, and now has a combined team of more than 65 Polish and foreign lawyers, including senior Polish advocates and legal advisers.



RBconsult ([www.robain.com](http://www.robain.com)) is a specialist, independent consultancy that provides technical and credit-related advice to investors looking at candidate investment projects in the transportation and PPP sectors. Recent engagements include on-going analysis for Standard & Poor's and a two-year framework contract with the EIB.

## An unrivalled informative event for Poland and CEE about the PPP & Infrastructure industry



### Some of the hot topics addressed:

- Investment climate and PPP readiness
- Capacity building for PPP development
- Project delivery & allocating the risk
- Raising capital for PPPs & Infrastructure
- Sector specialist focus
- Portfolio investment opportunities
- Regional case studies

### Use advantage of our extended networking prospects:

- Interactive coffee breaks prospects to meet key stakeholders & decision makers
- Networking lunch breaks
- Evening cocktail reception



### We invite senior industry professionals from:

- Construction/concession companies
- Banks
- Investment Funds
- Engineering and technical consultancies
- Risk management companies
- Project financing advisers
- Legal Firms
- PPP/PFI/PF experts and investors across Europe
- Multilaterals
- Municipalities
- Government officials
- PPP & Infrastructure organisations

### Sector highlights:

- Road
- Rail
- Waste to Energy
- Education
- Healthcare
- Energy efficiency
- Smart Cities



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## Agenda - Day 1

Investment climate, capacity building, project delivery

**09:00** Registration and coffee

**09:30** Chairman's welcoming address

**09:40** Welcoming ministerial address

*Ministry of Economy, PPP Unit, Poland, speaker tbc*

### Investment Climate and PPP Readiness

**09:20 PPP readiness:** Evaluating the environment for PPP in CEE

*Filip Drapak, The Economist Intelligence Unit, United Kingdom*

**09:40** Panel Discussion: What impact do present conditions have on current and future PPP projects?

*Key incentives and barriers to foreign investments*

*The curtail drivers needed to fuel and steer the sustainability in PPPs in CEE*

*How does the private sector rate PPP readiness in the country, municipality or city and what makes them want to invest in it?*

**Panellists:**

*Artur Pielech, Vice President and CEO, FBSerwis S.A., Poland*

### Capacity Building for PPP Development

**10:40** Networking coffee break

**11:10** Panel Discussion: Institutional framework – what steps can be taken for further improvements?

*What are the critical issues in legal, regulatory and tax environment provoking a decline in the growth of the infrastructure developments?*

*What are the long-term implications for stakeholders in the PPP market?*

**Panellists:**

*Stephen Harris, President /COO Global Infrastructure Group Ltd  
 Maciej Dobieszski, Ministry of Economy, Poland*

### Project Delivery & Allocating the risk

**11:50** Risk allocation in PPP Projects: How CEE can get the balance right

*Dan Cocker, Partner, Allen & Overy, Poland* ALLEN & OVERY

**12:10** Private sector's views on development challenges in CEE

*Klaus Kathmann, Head of Structured Finance, Strabag Infrastructure Development*

**12:30** Panel Discussion: Why do PPP projects fail and what is the stumbling block in project delivery?

*PPP Risk distribution*

*The importance of political factors for the development of municipal projects:*

*seeing the long-term benefits of using PPP models*

*Suggestion for feasible strategies PPP delivery strategies*

**Panellists:**

*Robert Bain, RBconsult Limited (ex-Standard & Poor's)*

*Mathias Pahlke, Head of Infrastructure Europe, NORD/LB*

*Ian Paterson, PPP Director, Atkins Global*

*Klaus Kathmann, Head of Structured Finance, Strabag Infrastructure Development*

*Kamil Jankielewicz, Counsel, Allen & Overy, Poland*

**13:30** Networking lunch break

### Environmental Infrastructure

**14:30** Mott MacDonald presentation tbc



**14:50** Poznan Waste-to-Energy project - the Private Partner's perspective

*Key conditions for PPP projects to attract interest from reputable investors-operators?*

*The integrated approach of PPP project delivery - review of main challenges in financing, design, build and operate the Poznan EfW*

*Project finance approach - a key to success in a constrained financial environment*

*Stephane Heddesheimer, COO, Sita Polska Sp. z o.o.*

**15:10** Sector Specialist Panel Discussion: Environmental Infrastructure

**Panellists:**

*Mott MacDonald, Poland*

*Dominika Nowosinska, Business Development Director, FBSerwis S.A. Poland*

*Stephane Heddesheimer, COO, Sita Polska Sp. z o.o.*

### Opportunities in selected countries

**16:00** Overview of Russia

*Victor Afonin, General Director Agency for Strategic Investments, Government of St. Petersburg*

*Alexandre Bajenov, Director of PPP Unit, Vnesheconombank - invited*

**16:20** Overview of PPP climate and opportunities in Lithuania

*Tadas Jagminas, Director, Project Management Department, Invest Lithuania*

**16:40** Opportunities in Ukraine

*State Agency for Investment and National Projects of Ukraine - tbc*

**17:00** Chairman's closing remark & Networking cocktail reception



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## Agenda - Day 2

Raising capital, social and transport infrastructure, opportunities in CEE

08:30 Registration and welcoming coffee

09:00 Chairman's welcoming address

09:10 Feature address

### Raising Capital For PPPs & Infrastructure

09:30 Financing PPPs: a bank's perspective

09:50 Panel discussion: Exploring new strategies to raise capital:

Infrastructure and Pension Funds

The role of the multilaterals and government infrastructure banks in supporting PPPs

Feeding grants into PPP projects

Debt Capital in Infrastructure – trends in large Pension Funds investment

**Panellists:**

Łukasz Dziekoński, Member of the Management Board, Marguerite 2020 Fund

Stephane Duhr, Director, Barclays Infrastructure Fund

Jan Dziekański, Adviser to the CEO, Bank Gospodarstwa Krajowego

Manuel Cary, Partner, TIIC

Agnieszka Szymczyk, Senior Banker, EBRD, Poland

Florent del Picchia, European Fund Manager, Aviva Investors, France tbc

10:30 Networking coffee break

### Smart Cities / Energy Efficiency

11:00 Termomodernisation of public buildings in Mazovia region

Dr Rafał Cieslak, KDG, Poland

11:20 Energy efficiency in street and urban infrastructure.



Pedro Gomez Lopez, Member of the Management Board, FBSerwis S.A.

11:40 Energy efficient lighting solutions

### Transport Infrastructure

12:00 General Directorate for National Roads and Motorways Poland

tbc

12:00 Managing PPP Projects in Transport Infrastructure Sector: A Technical Advisers Perspective

Swallow Sui, Managing, Head of PPP & Project Finance Services, URS Corporation

12:20 Sector Specialist Panel Discussion - Transport Infrastructure

**Panellists:**

Tony Stratford, Consultant, Intertoll, United Kingdom

Magdalena Jaworska, Director, GDDKiA Poland tbc

Lithuanian Road Administration tbc

Adam Prokopowicz, CATI, Poland

### Social Infrastructure

13:00 Developments in Social Infrastructure PPP around the world  
Programmes and Best Practice



John Seed, Divisional Manager, Mott MacDonald, United Kingdom

13:15 Sector Specialist Panel Discussion: Social Infrastructure

Parking, Education, Sport, Recreation, Healthcare

**Panellists:**

Stephane Duhr, Director, Barclays Infrastructure Fund, France

John Seed, Divisional Manager, Mott MacDonald, United Kingdom

14:00 Chairman's closing remarks

14:10 Networking Lunch

15:10 Conference close

Don't miss out the opportunity to showcase and promote your work to international experts in the field.

For speaking, sponsoring or attending in the 3rd CEE PPP & Infrastructure Forum please contact us for more information:

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# Opportunities

Speaking, sponsoring and exhibiting

The CEE PPP & Infrastructure Forum will provide the most up to date developments and challenges in this increasingly important sector, enabling you to learn about key issues affecting the development of your business, and providing you with a platform to meet and influence key stakeholders.

Our events enable you to:

- Promote your expertise
- Have focused discussions with industry leaders
- Generate lasting business relationships
- Develop long term partnerships

Senior Business Development Manager

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Our 2013 Forum will enable you to learn about key market developments from industry experts who know the market in-depth.

If you are interested in speaking, sponsoring or participating in this event please contact your representative for more information.

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## Join us in...

The InterContinental Hotel, Warsaw



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