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European PPP's on the Move – Brussels, Oct. 20th-21st

Understanding & Confronting the Challenges that lie ahead

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PPP INSTITUTE

INTRODUCTION

It has been a long journey for PPP/PFI, going from novelty to becoming one of the many tools for the provision of public services and infrastructure. The economic crisis has added a new dimension to the calculations, with national budgets being increasibly strained and banks' lending practices changing radically. PPP/PFI projects are full of success stories, as well as failures. Proper preparations, well founded vfm calculations, appropriate risk pricing and allocation between the public and the private sectors, adequate expertise in the public sector – these are just some of the factors that make or break such projects. The expert speaker sharing their views at this event will looks at those factors, evaluate the lessons and draw conclusions about the way forward in PPP/PFI. Of course the meeting will also offer an excellent opportunity for networking with industry peers as well as establishing cross-industry contacts.

KEY BENEFITS

- ✓ Examine legal, financial and risk issues in depth
- ✓ Debate the top strategies, practices and tools to ensure the optimal results for your projects
- ✓ Learn from real world case studies
- ✓ Gain deeper insight through brainstorming and open discussions
- ✓ Network within and across industries
- ✓ Establish business contacts to assist your corporate goals
- ✓ Sustain a valuable competitive advantage and make a positive contribution to your success

WHOM YOU WILL MEET AT THIS CONFERENCE

Governmental and Municipal Representatives, Construction Companies, Contractors, Concessionaires, Institutional Investors, Financial Advisers, Technical Advisers, Law Firms, Consultancies

Our Prestigious Panel of Experts

David Wright, **PPP Solutions,** UK, Director

Julie de Brux, **VINCI Concessions,** France, Head of Economic Research

Juergen Zimmermann, **ARCADIS,** Germany, Project Manager

Ian Paterson, **Atkins Global,** UK PPP Project Director

Manuel Cary, **TIIC,** Portugal, Partner

Alexei Zverev, **EBRD** Senior Legal Expert

Mike Notman, **AMEY,** UK, Project Director

Rolf-Roger Hoeppner, **German Financing & Public Sector Advisory Association (DFPPP)** Executive Member of the Board

Mathias Pahlke, **NordLB,** Germany, Head of Structured Finance Europe

M. Nicolas J. Firzli, **World Pensions Council,** France Managing Director

William McWilliams, **Grant Thornton,** UK, Partner, Transport Infrastructure PPP

Speakers to be confirmed from:

KPMG, PwC, UNECE, EIB, IFC, Veolia Transdev

If you would like to share your expertise with our audience, we welcome your inquiries at cristina@the-corporate-partnership.com

DAY ONE — Thursday, 20th October 2011

8.00 Registration and coffee

8.45 **Welcome and speed networking session**

9.00 **Opening remarks from the Chair**
David Wright, PPP Solutions, **UK, Director,**

POLICY & REGULATION

9:10 **Key Drivers and Success Factors in European PPP Projects**
This opening presentation will examine the main factors that enable, facilitate and even necessitate the use of PPPs in Europe, as well as the criteria that make these projects sucessful.
TBA

9:40 **Learning from and in the Mature Markets?**
In mature markets PPP arrangements are typically part of a comprehensive, tried and tested project delivery strategy. Still, projects in such countries face their own challenges that should not be overlooked.
TBA

10:10 **Directions in PPP Legislation**
- Recent Legal Developments affecting PPPs
- Converging and diverging efforts
- The challenges of introducing legal best practices

Alexei Zverev, EBRD,
Senior Legal Expert

10:40 Morning break

11:10 **Key Elements to Avoid Contract Failures: A Concessionaire's Perspective**
- Choosing a relevant project
- Fair risk sharing
- Relevant procurement procedure
- Good management of execution

Julie de Brux, VINCI Concessions, **France**
Head of Economic Research

11:40 **PPP Financial Models and Model Auditing**
Financial model correctness from bid until the project's end is imperative for any successful PPP. This presentation will help in identifying best practice in financial models and provide an insight into the approach of the model auditors.
William McWilliams, Grant Thornton, **UK**
Partner, Transport Infrastructure PPP

12:30 Lunch

FINANCING & RISKS

14:00 **Value for Money, Value at Risk: Specific Aspects of Public Sector Risk Management**
- Obstacles to PPP/PFI at central, state and regional levels in Member States
- Current constraints in providing refinance and funding through public sector banks
- Practical issues of international public sector accounting systems and IFRS/IAS relevant for assessing PPP efficiency

Rolf-Roger Hoeppner, German Financing & Public Sector Advisory Association (DFPPP),
Executive Member of the Board

14:30 **Risk Transfer from Public to Private in a PPP Project**
- Why transfer risks from public to private?
- What are the key risks transferred to private?
- Bankability considerations of risk transfer

Mathias Pahlke, NordLB, **Germany**
Head of Structured Finance Europe

15:00 **Blending EU Funds with PPP Financing**
- Why is grant-loan blending so difficult?
- Institutional capacity issues and JASPERS
- What are the successful examples?

TBA, EPEC/EIB

15:30 Afternoon break

16:00 **The Role of Infrastructure Funds**
- Are infra funds here to stay?
- Would there be a bias towards Brownfield deals? How is the market evolving?
- Is dry powder affecting the strategy of funds?

Manuel Cary, TIIC, **Portugal, Partner**

16:30 **Infrastructure Investments and PPPs as a *New* Asset Class for Pension Funds & SWFs**
- An age of austerity marked by partial government disengagement
- Pension funds and SWFs stepping in: the ideal institutional partners
- An ideal asset class for sophisticated investors with long dated liabilities
- Legal and regulatory considerations in the European Union and beyond

M. Nicolas J. Firzli, World Pensions Council,
France, Managing Director

17:00 ▶ Financial Roundtable
The speakers will sit down for some interactive debate and respond to your questions.

17:50 **Closing remarks from the Chair**

18:00 Networking Reception

DAY TWO — Friday, 21st October 2011

9.00 **Opening remarks from the Chair**
David Wright, PPP Solutions, **UK, Director,**

CASE STUDIES

9:15 **Impact of the Credit Crisis on Getting PPP Deals through to Financial Close**
- Projects before and after the crisis
- Portsmouth Highways Maintenance, Limerick Tunnel, French High Speed Rail, Slovakia R1
- Changing requirements, changing due diligence techniques

Ian Paterson, Atkins Global, **UK PPP Project Director**

9:45 **Birmingham Highways PFI – The Largest Local Authority Highways PFI in Europe**
- Birmingham - leading the way in outsourcing highways maintenance
- Greater incentives to manage risks over the life of the contract
- Transferring responsibility and accountability for assets; rigorous performance targets
- From traditional street lighting to a global leading remotely monitored LED solution

Mike Notman, AMEY, **UK, Project Director**

10:15 **Morning tea**

10:45 **Social Housing Development through PPP**
Definitions of 'social housing' vary from country to country. PPP schemes have already been applied to them in some countries, with others following suit. One such project will be brought before you.
TBA

11:15 **PPP in Healthcare: Successful Projects in Germany**
- German healthcare PPPs: status and opportunities
- Hochtaunus-Kliniken – practice and experience
- Lessons learned

Juergen Zimmermann, ARCADIS, **Germany, Project Manager**

11:45 **Improving Education Infrastructure and Services**
Numerous PPP projects have been launched across Europe to provide improved infrastructure and services in education. The economic crisis has tested the long-term success of many such projects.
TBA

12:15 **Lunch**

13:45 **Involving Private Partners in Public Activity – Prison Service in Romania**
- Improving service quality
- Reducing operating costs through process optimization
- PPP with existing infrastructure and greenfield developments

Ioan Bala, National Prison Service, **Romania, Director General**

14:15 **The Ashta Hydropower Plant PPP**
- Albania's first large PPP in the energy sector
- Structuring and implementation
- Attracting international investment
- A strong base for future projects

TBA, IFC (World Bank Group)

14:45 **URBAN TRANSPORT PPPs in FRANCE**
- Identifying the determinants of the choice of using or not PPPs in urban transport
- Understanding the expectations of public and private actors
- "Grenelle de l'Environnement": new perspectives for the involvement of private sector?

TBA, Veolia Transdev, **France**

15:15 **Moderated Q&A Session**
Don't leave any questions unasked. This is the time to get them out on the floor, as well as add your comments and evaluations to the event. Whether you agree or disagree with anything that has been said, this is your opportunity to share it.

15:45 **Closing remarks from the Chair**

16:00 **Conference close & farewell coffee**

EUROPEAN PPP'S ON THE MOVE – BRUSSELS, Oct. 20th-21st

To book a place at this event, please complete this form and either fax to +34 935 507 112 or email to cristina@the-corporate-partnership.com.

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