

# DEVELOPING THE ROLE OF PRIVATE FINANCE IN EUROPEAN INFRASTRUCTURE 2004

A Discussion-led Forum focusing on Opportunities and Challenges in:

**PPP Transport Infrastructure:**  
Highways - Light Rail - Bridges -  
Tunnels - Airports - Rail

**PPP Social Infrastructure:**  
Healthcare - Education - Prisons -  
Accommodation - Water - Waste

11-12 May 2004, Plaisterer's Hall, London Wall, London

Meet these European Sponsors and Procuring Authorities as they share their views on European PPP Opportunities;



- Bovis Lend Lease
- Cintra
- Dragados
- Egis
- Eiffage
- Ferrovial
- Hochtief
- Hochtief Polska
- Laing
- Mota-Engil
- OHL Concesiones
- Somague
- Techint
- Vinci
- Walter Bau
- ANAS SpA
- Comunidad de Madrid
- Czech Nat. Property Fund
- Dutch Kenniscentrum
- EBRD/ EU
- French PPP Unit
- Flanders PPP Unit
- German Ministry of Transport
- Infrastrutture SpA (ISPA)
- Ministry of Infrastructure, Poland
- Partnerships for Health, Portugal
- PPP NR Westphalia



**PLUS EUROPEAN HEALTHCARE AND ROADS PANEL SESSIONS**

*Themes & Issues to be discussed include*

**Country Focus**

- **France:** Ordonnance, Roads, Healthcare, Prisons, Light Rail, HSL
- **Italy:** Healthcare, Roads, Light Rail, Prisons
- **Spain:** Light Rail, Healthcare, Roads
- **Portugal:** Healthcare, Prisons, HSL, Light Rail, Defence
- **Holland:** Education, Roads, Accommodation
- **Germany:** Education, Roads, Toll-Collect
- **Greece:** Roads, Metro & Environmental projects
- **Belgium:** BAM Project
- **Central Europe:** Emerging PPP sectors & PPP/ EU Hybrid Financing

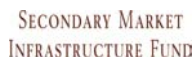
**Discussion Issues**

- Assessing the Roles of EU/ EIB/ EBRD
- European Procurement and PPPs - EU Green Paper
- Impact of Eurostat Decision on PPPs
- Contrasting Varying Procuring Models
- Funding Innovation and Pricing Trends
- The Syndication Market - Capacity Constrained?
- Credit Implications for European PPP Deals
- Increasing Public Sector Awareness & Understanding
- The Emerging Role of Secondary Market Funds
- Sponsors - Capacity & Balance Sheet Consolidation Issues

**Principal Sponsors**



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**Meet the European Market in One Place at One Time - Network With Europe's Leading PPP Developers and Thinkers**

### DAY ONE

08.00-09.00	Registration
09.00-09.05	Chairman's Opening Remarks Mark Swindell, <i>Practice Group Head, DLA, London</i>

### FRANCE

#### TO WHAT EXTENT WILL THE FRENCH PPP MARKET DEVELOP FOLLOWING THE RECENT INTRODUCTION OF THE ORDONNANCE & PILOT PPP PROJECTS?

09.05-09.25	Market/ Projects Update Noel de Saint-Pulgent, <i>Director, FRENCH PPP UNIT, Paris</i>
09.25-10.00	Panel Discussion - Will the Ordonnance provide a secure structure in which to procure PPP projects and are investors comfortable with the framework? - Which sectors will deliver a deal flow and how will the projects be structured/ financed? - TEN's priority projects - which mega-projects will come to the market in 2005/06  Panel Chair: Noel de Saint-Pulgent, <i>Director, FRENCH PPP UNIT, Paris</i> Panel Members: Thierry Deau, <i>Chief Executive, EGIS, Paris</i> Patrick Blanchard, <i>Global Head Project &amp; Sectorial Finance, DEXIA, Paris</i> Romain Verzier, <i>Director, Structured Finance, VINCI, Paris</i> Olivier Miens, <i>Managing Director, EIFFAGE, Paris</i> Henri Vichard, <i>PPP Director, Ministry of Justice, Paris</i>

### GERMANY

#### WHAT ARE THE PROBLEMS & ISSUES IN USING PPPs TO DEVELOP SOCIAL & TRANSPORT INFRASTRUCTURE PROJECTS & HOW CAN THESE BE SOLVED?

10.00-10.20	Market/ Projects Update Dr. Joerg Christen, <i>Project Coordinator, FEDERAL MINISTRY OF TRANSPORT, Berlin</i>
10.20-11.00	Panel Discussion - Toll Collect – What are the implications for the wider German infrastructure market? - A & F Model Roads: When will they come to the market & how will they be made bankable? - School PPPs – How are these projects being structured and what needs to be done to make them more attractive to the market?  Panel Chair: Dr. Joerg Christen, <i>Project Coordinator, MINISTRY OF TRANSPORT</i> Panel Members: Matthias Reichle, <i>Head of PPPs, WALTER BAU, Augsburg</i> Angsar Bendiek, <i>Head of Infrastructure, HSH-NORDBANK, Hamburg</i> Heiko Schupp, <i>Director, BANK OF SCOTLAND, London</i> Brigitte Bourscheidt, <i>Head FM, BLB NRW, Dusseldorf</i> Bernward Kulle, <i>MD, HOCHTIEF PROJEKTENTWICKLUNG, Essen</i>

11.00-11.30	Tea & Coffee
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### PORTUGAL

#### THE PORTUGUESE HEALTHCARE EXPERIENCE & ASSESSING NEW DEALS IN OTHER SECTORS

11.30-11.50	Market/ Projects Update Jorge Abreau Simoes, <i>Managing Director, MINISTRY OF HEALTH, Lisbon</i>
11.50-12.30	Panel Discussion - How is the market reacting to the first PPP healthcare deal and implications for pipeline deals? - Where are the next opportunities in the road and rail/ light rail sectors? - Will there be a prisons programme of deals?  Panel Chair: Jorge Abreau Simoes, <i>Managing Director, MINISTRY OF HEALTH, Lisbon</i> Panel Members: Paulo Pinaheiro, <i>Head of Healthcare, MOTA-ENGIL GROUP, Lisbon</i> Pedro Neto, <i>Head of Project Finance, BANCO ESPIRITO, Lisbon</i> Jose Melo Bandeira, <i>Director, SOMAGUE, Lisbon</i>

12.30-14.00	Lunch	Hosted By <b>Lovells</b>
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### GREECE

#### FUTURE GREEK INFRASTRUCTURE PROJECTS UPDATE

14.00-14.30

##### Executive Briefing

**George Kotsoridis**, *Head of Project Finance*, NATIONAL BANK OF GREECE, Athens

- Update on the Greek Roads Programme - Maliakos & Thessaloniki
- Athens Metro Extensions Update
- Environmental Protection Projects
- Real Estate Developments of Public Property

*Followed by Question & Answer Session*



### EUROPEAN ROADS

#### WHAT LESSONS SHOULD BE LEARNT WHEN STRUCTURING FORTHCOMING EUROPEAN ROADS PROJECTS?

14.30-15.00

##### Panel Discussion

- How will the next generation of European DBFO highway projects be structured & funded?
- What is the optimal mechanism for managing traffic risk?
- The ramifications of the EuroPass and Toll-Collect projects for the European HGV tolling market

**Panel Chair:** **Richard Abadie**, *Head of Infrastructure Europe*, PwC, London

**Panel Members:** **Robert Bain**, *Infrastructure Analyst*, STANDARD AND POOR'S, London  
**Rafael Cañada Fernandez**, *PF Manager*, DRAGADOS CONCESIONES

15.00-15.30

Tea & Coffee

### CENTRAL EUROPE

#### WHAT EXTENT WILL PPP BE USED IN PROCURING CEE INFRASTRUCTURE PROJECTS & HOW MUCH IMPACT WILL EU STRUCTURAL FUNDS HAVE ON THE MARKET?

15.30-15.45

##### Executive Briefing

Assessing Ongoing & Forthcoming PPP Projects in Central & Eastern Europe  
**Robin Earle**, *Senior Banker*, EBRD, London

15.45-16.00

##### Executive Briefing

Examining the Challenge of Combining EU Funds with PPP Structures  
**Adrian Howcroft**, *Head of Central & Eastern Europe*, PwC, London

16.00-16.30

##### Panel Discussion

- Post EU-accession are legal and regulatory frameworks PPP/ concession friendly?
- What type of PPP transactions are likely to emerge in accession countries 2004-06?
- How much impact do EU Structural & Cohesion Funds have on the emergence of PPP deal flow?
- What is the appetite for PPPs in the non-accession countries; Croatia, Bulgaria, Romania?

**Panel Chair:** **Robin Earle**, *Senior Banker*, EBRD, London

**Panel Members:** **Henryk Liszka**, *CEO*, HOCHTIEF POLSKA, Warsaw  
**Krzysztof Siwek**, *Division Head*, MIN. OF INFRASTRUCTURE, Warsaw  
**Stefan Eder**, *Partner*, DLA WEISS-TESSBACH, Vienna  
**Filip Drapak**, *Director*, NATIONAL PROPERTY FUND, Prague

16.30-18.00

##### Drinks Reception

Pimms Drinks Reception hosted by

SECONDARY MARKET  
INFRASTRUCTURE FUND

## DAY TWO

08.00-09.00 Registration

09.00-09.05 **Chairman's Opening Remarks**  
*Julia Prescott, Senior Director, BANK OF SCOTLAND, London*



## ITALY

**WHERE ARE DEALS HAPPENING IN ITALY & WHAT ARE THE CHALLENGES IN INCREASING DEALFLOW?**

09.05-09.25 **Market/ Projects Update**  
*Monica Foschi, Head Business Development, BANCA MEDIOCREDITO, Rome*

09.25-10.00 **Panel Discussion**  
- Does the Italian procurement process facilitate growth in the Italian infrastructure sector?  
- Understanding the structure of the next generation of road projects  
- Where are the opportunities in the Italian healthcare sector?  
- What is happening in the light rail/ rail sectors?

**Panel Chair:** *Monica Foschi, Head Bus. Development, BANCA MEDIOCREDITO, Rome*  
**Panel Members:** *Andrea Ripa di Meana, CEO, INFRASTRUTTURE SPA (I-SPA), Rome*  
*Luca Pecchio, Head of Infrastructure, TECHINT SPA, Milan*  
*Federico Sutti, Partner, DLA, Milan*  
*Fabio Pasquali, Head Business Development, ANAS SpA, Rome*

## SECONDARY MARKETS

**ASSESSING THE EMERGENCE OF SECONDARY MARKETS  
INFRASTRUCTURE FUNDS**

10.00-10.40 **Panel Discussion**  
- Is there appetite from European sponsors/ developers to trade infrastructure assets?  
- Identifying potential sellers and buyers  
- Pricing and terms

**Panel Chair:** *Barry Williams, Partner, SMIF, London*  
**Panel Members:** *Nigel Purse, General Manager, ESPIRITO SANTO, London*  
*Philip Brown, Partner, LOVELLS, London*  
*Chris Deacon, Adviser, SMIF London*

## MESSINA BRIDGE BRIEFING

10.40-11.00 **Stefano Granati, CFO, STRETTO DI MESSINA (SdM), Rome**  
*The Messina Bridge is Europe's largest infrastructure project - Listen to the CFO update you on the latest progress, announce tender details and learn how this mega-deal is being structured and funded.*

11.00-11.30 **Tea & Coffee**



## THE NETHERLANDS

**ASSESSING INFRASTRUCTURE DEALFLOW IN HOLLAND:  
WHICH DEALS ARE COMING TO THE MARKET IN 2004-05?**

11.30-12.00 **Executive Briefing**  
*Andre Betting, Head of PPPs, KENNISCENTRUM PPS, The Hague*

- Dutch Cabinet and Parliament give backing to PPP
- New impetus for coming years: projects and institutional arrangements
- What is impact of new Eurostat guidelines and Growth & stability rules
- Next steps

**Followed by Question & Answer Session**



<b>BELGIUM</b>	<b>FLANDERS PROJECTS UPDATE</b>
12.00-12.30	<p><b>Executive Briefing</b>  <b>Bruno Accou, CEO, BAM NV, Brussels</b></p> <p><i>Followed by Question &amp; Answer Session</i></p>



<b>EUROPEAN HEALTHCARE</b>	<b>THE EMERGENCE OF A PAN-EUROPEAN PPP HEALTHCARE MARKET</b>
12.30-13.00	<p><b>Panel Discussion</b></p> <ul style="list-style-type: none"> <li>- Comparing &amp; contrasting alternative healthcare procurement models</li> <li>- What can be derived from the UK experience of health PPP projects and LIFT?</li> <li>- Credit implications for hospital deals procured on a regional basis</li> </ul> <p><b>Panel Chair:</b> <b>Ian Wootton, Head Healthcare, PwC, London</b></p> <p><b>Panel Members:</b> <b>Stephen Hockaday, Head Project Finance, BOVIS LENDLEASE, London</b>  <b>Luca Pecchio, Head of Infrastructure, TECHINT SPA, Milan</b></p>

13.00-14.00	<p>Lunch</p> <p>Hosted By <b>Lovells</b></p>
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<b>SPAIN</b>	<b>WHERE ARE THE INVESTMENT OPPORTUNITIES IN SPANISH TRANSPORT &amp; SOCIAL INFRASTRUCTURE AND WHAT CHALLENGES FACE THE MARKET?</b>
14.00-14.20	<p><b>Market/ Projects Update</b>  <b>Nicolas Rubio, Development Director, FERROVIAL INFRAESTRUCTURAS, Madrid</b></p>
14.20-15.00	<p><b>Panel Discussion</b></p> <ul style="list-style-type: none"> <li>- Where are the next highways opportunities on a regional and national basis?</li> <li>- Emerging opportunities in the Spanish healthcare sector</li> <li>- Rail/ Light Rail projects</li> <li>- Is there sufficient capacity to finance and build the next wave of Spanish PPPs?</li> <li>- How will the recent legislative changes affect emerging PPP/ infrastructure deals in Spain?</li> </ul> <p><b>Panel Chair:</b> <b>Nicolas Rubio, Development Director, FERROVIAL, Madrid</b></p> <p><b>Panel Members:</b> <b>Carlos Mijangos, Director of Concessions, OHL CONCESIONES, Madrid</b>  <b>Nieves Rodriguez, Director General, COMUNIDAD DE MADRID, Madrid</b>  <b>John Rutherford, Head of Project Finance, BBVA, Madrid</b>  <b>Andrés Rebollo, Adviser, ALDESA CONSTRUCTION, Madrid</b></p>

15.00-15.30	Tea & Coffee
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<b>KEYNOTE CONFERENCE DEBATE</b>	<b>EUROPEAN PPP MARKET: WHAT FACTORS WILL ENCOURAGE THE DEVELOPMENT OF A GREATER DEALFLOW IN 2004-05 &amp; WHAT ACTION MUST BE TAKEN BY THE MARKET?</b>
15.30-16.30	<p><b>Panel Discussion</b></p> <ul style="list-style-type: none"> <li>- Ramifications of EUROSTAT?</li> <li>- What is the role of the EC, EBRD and EIB in the European infrastructure market?</li> <li>- Decentralised Government – How can regional procuring authorities be encouraged to use PPPs?</li> <li>- What are the key challenges ahead?</li> <li>- EU procurement law and PPP: new developments</li> </ul> <p><b>Panel Chair:</b> <b>Julia Prescott, Senior Director, BANK OF SCOTLAND, London</b></p> <p><b>Panel Members:</b> <b>Thierry Deau, CEO, EGIS, Paris</b>  <b>Richard Abadie, Head of Infrastructure Europe, PwC, London</b>  <b>Adele Arche, Director, STANDARD AND POOR'S, London</b>  <b>Gavin McQuarter, Head of Project Finance, LOVELLS, London</b>  <b>Nicolas Rubio, Development Director, FERROVIAL, Madrid</b>  <b>Amaryllis Verhoeven, EC DG INTERNAL MARKETS, Brussels</b></p>
16.30	<b>Concluding Remarks &amp; Close of Conference</b>

# REGISTRATION FORM

## DEVELOPING THE ROLE OF PRIVATE FINANCE IN EUROPEAN INFRASTRUCTURE 2004

11-12 May 2004  
Plaisterer's Hall, London Wall, London, EC2

<b>Title</b>	<b>First Name</b>	<b>Surname</b>
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<b>Position</b>	<b>Company</b>
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<b>Address</b>
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<b>City</b>	<b>Post Code</b>	<b>Country</b>
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<b>E-mail (for confirmation of booking)</b>
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