

THE POTENTIAL OF PPPs IN EUROPE

26 March 2009, Hotel Sofitel Budapest

The 1st Interactive Know-How Delivery Conference

THE TOPICS:

- Supporting PPP Know-How Transfer
- The impact of the Financial Crisis on PPP Projects
- Liquidity in the European Debt Markets and Possible Effects on PPP Projects
- Legal Background and Institutional Requirements for PPPs
- Contract Management after the Financial Close
- Refinancing and Ownership Changes in PPP Projects
- Pre-Procurement Project Development

KEYNOTE WELCOMING ADDRESS:

Andrea Markó, State Secretary, Ministry of Finance, Hungary
István Salgó, Chief Executive Officer, ING Wholesale Banking, Hungary

SPECIAL GUEST:

András Balogh, Chief of Cabinet of the Deputy Minister, Ministry of Transport, Communication and Energy, Hungary

PUBLIC SECTOR SPEAKERS:

Zoltán Kazatsay, Deputy Director General, DG TREN, European Commission
Geoffrey Hamilton, Chief, Cooperation and Partnerships Section, UNECE
Valentin Stoica, IRF Ambassador, International Road Federation
Erich Cuaz, International Affairs Advisor, ASECAP
Rui Monteiro, Parpublica, Portugal
Ciprian Gorita, Head of Unit, PPP Central Unit, Ministry of Economy and Finance, Romania
Inta Lipovska, Head of PPP Division, Ministry of Economy, Latvia
Agnieszka Lukasik, Senior Banker, EBRD
Dimitrios Georgakopoulos, Legal Advisor, Special Secretariat for PPP, Greece
Dr. András Timár, Professor, University of Pécs, Hungary

PRIVATE SECTOR SPEAKERS:

Béla Kilyénfalvi, Head of Structured Finance, ING Bank, Hungary
Antony Stratfold, Executive Director, Intertoll Europe Zrt., Hungary
Maria Rosenberg, Deputy CEO, AKA Zrt., Hungary
Marc Fornacciari, Partner, Salans, France
Péter Köves, Senior Partner, Köves Clifford Chance, Hungary
Jaap Veenbos MSc., Managing Consultant, Aon Global Risk Consulting
Rafael Garces Beramendi, Managing Director, Head Project & Structured Finance, Caja Madrid, Spain
Zsolt Fáskert, Member of the Board of Directors, M6 Duna Autópálya Koncessziós Zrt. (Motorway Concession Company), Hungary
Joachim von Lukowicz, Director South-/Easterneurope, Hochtief PPP Solutions, Germany
Peter Blackman, Ass. General Manager, Sumitomo Mitsui Europe Division, UK
Oliver Fincke, Project & Capital Advisory, Deutsche Bank, Germany
Gergely Kovács, Director PF, CIB Bank, Hungary
Andreas Kettenhuber, Deputy Head of Finance Department, Kommunalkredit, Austria
Csilla Andrékó, Managing Partner, Kinstellar, Hungary
Marcell Németh, Partner, Allen & Overy, Hungary
Victoria Westcott, Partner, White & Case, France
Meriel Bennett, Partner, Berwin Leighton Paisner, UK
Arne Speer, Director Infrastructure, Bilfinger Berger Project Investments, Germany
Thomas Höfner, STRABAG, Hungary
Peter Snelson, Business Development Director, Atkins, UK
Guilherme Magalhaes, Executive Director, Brisa, Portugal
Martin Schlor, Head PPP Projects, Porr Solutions, Austria
Daniel Giblin, Director, EC Harris, UK
Paul-Henri Aumont, Major Projects Europe, COLAS, France
Henrich Heggemann, Partner, Graf von Westphalen, Germany
Thomas Vieillescazes, Director, DIF PPP, France
Dave Holman, Associate Director, Ove Arup & Partners, UK
Karl-Maria Pfeffer, Global Head of Structured Finance, Porr AG, Austria

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8:30 Registration & Coffee

9:00 Opening Remarks from the Chair

Dr. András Timár, Professor, University of Pécs, Hungary

9:05 Keynote Welcoming Address

Andrea Markó, State Secretary, Ministry of Finance, Hungary

István Salgó, Chief Executive Officer, ING Wholesale Banking, Hungary

9:30-10:30 Supporting PPP Know-How Transfer

Participants will discuss the role of different institutions in the process of building up and transferring know-how.

- **Zoltán Kazatsay**, Deputy Director General, DG TREN, European Commission
- **Erich Cuaz**, International Affairs Advisor, ASECAP
- **Valentin Stoica**, IRF Ambassador, International Road Federation
- **Geoffrey Hamilton**, Chief, Cooperation and Partnerships Section, UNECE

10:30 Coffee Break

ROUNDTABLE DISCUSSIONS WITH GOVERNMENT REPRESENTATIVES AND PRIVATE SECTOR PLAYERS THROUGHOUT THE DAY

11:00-11:45 The Impact of the Financial Crisis on PPP Projects

This session will address the main impact of the financial crisis on PPP projects in pipeline.

Chaired by: **Jaap Veenbos MSc.**, Managing Consultant, Aon Global Risk Consulting

Participants:

- **Rui Monteiro**, Parpublica, Portugal
- **Rafael Garces Beramendi**, Managing Director, Head Project and Structured Finance, Caja Madrid, Spain
- **Zsolt Fáskert**, Member of the Board of Directors, M6 Duna Autópálya Koncessziós Zrt. (Motorway Concession Company), Hungary
- **Joachim von Lukowicz**, Director South-/Easterneurope, Hochtief PPP Solutions, Germany

11:45- 12:30 Liquidity in the European Debt Markets and Possible Effects on PPP Projects

This session will aim to explore project financing practices in light of the current financial crisis.

Chaired by: **Béla Kilyénfalvi**, Head of Structured Finance, ING Bank, Hungary

Participants:

- **Peter Blackman**, Ass. General Manager, Sumitomo Mitsui Europe Division, UK
- **Oliver Fincke**, Project & Capital Advisory, Deutsche Bank, Germany
- **Gergely Kovács**, Director PF, CIB Bank, Hungary
- **Andreas Kettenhuber**, Deputy Head of Finance Department, KommunalKredit, Austria
- **Agnieszka Lukasik**, Senior Banker, EBRD, UK

12:30 Lunch Break

14:00-14:45 Legal Background and Institutional Requirements for PPPs

Participants will present the legal background in place and possible improvements to the PPP framework.

Chaired by: **Victoria Westcott**, Partner, White & Case, France

Participants:

- **Ciprian Gorita**, Head, PPP Central Unit, Ministry of Economy and Finance, Romania
- **Inta Lipovska**, Head of PPP Division, Ministry of Economy, Latvia
- **Marcell Németh**, Partner, Allen & Overy, Hungary
- **Meriel Bennett**, Partner, Berwin Leighton Paisner, UK
- **Marc Fornacciari**, Partner, Salans, France

14:45- 15:30 Contract Management after Financial Close

Participant will speak about their experiences of performance management of contracts and steps to be taken in case of discrepancies.

Chaired by: **Erik Aal**, Project Manager, Ministry of Transport, Telecommunication and Energy, Hungary

Participants:

- **Dimitrios Georgakopoulos**, Legal Advisor, Special Secretariat for PPP, Greece
- **Csilla Andrékó**, Managing Partner, Kinstellar, Hungary
- **Arne Speer**, Director Infrastructure, Bilfinger Berger Project Investments, Germany
- **Thomas Höfner**, STRABAG, Hungary
- **Dave Holman**, Associate Director, Ove Arup & Partners, UK

15:30 Coffee Break

16:00-16:45 Refinancing and Ownership Changes in PPP Projects

Participants will give insight into the most important issues of the PPP secondary market.

Chaired by: **Péter Köves**, Senior Partner, Köves Clifford Chance, Hungary

Participants:

- **Maria Rosenberg**, Deputy CEO, AKA Zrt., Hungary
- **Henrich Heggemann**, Partner, Graf von Westphalen, Germany
- **Karl-Maria Pfeiffer**, Global Head of Structured Finance, Porr AG, Austria
- **Thomas Vieillescazes**, Director, DIF PPP, France

16:45-17:30 Pre-Procurement Project Development

This session will aim to explore best practice methods how to develop bankable and successful projects.

Chaired by: **Peter Snelson**, Business Development Director, Atkins, UK

Participants:

- **Guilherme Magalhaes**, Executive Director, Brisa, Portugal
- **Antony Stratfold**, Executive Director, Intertoll Europe ZRt., Hungary
- **Martin Schlor**, Head PPP Projects, Porr Solutions, Austria
- **Daniel Giblin**, Director, EC Harris, UK
- **Paul-Henri Aumont**, Major Projects Europe, COLAS, France

17:30-19:00 Cocktail Reception

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Please complete fully and clearly in capital letters.

1st Delegate

Title: Forename:

Surname:

Job Title:

Email:

2nd Delegate

Title: Forename:

Surname:

Job Title:

Email:

3rd Delegate

Title: Forename:

Surname:

Job Title:

Email:

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[] 795 EUR + 20 % VAT

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Fees include all documentation, lunch and refreshments for the duration of the program.

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- [] 15% early bird discount until 15 February 2009
- [] 25% off for IRF, Czech & Slovak PPP Association and Centrum PPP Poland Members *)
- [] 2nd delegate - 50 EUR off from the registration fee **)
- [] 3rd and subsequent delegates - 100 EUR off from the registration fee **)

*) Not to be combined with early bird discount.

**) Available for delegates from one organization. Does not apply for Governmental/ Municipal delegate fees.

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Signature

Date

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