



International PPP Finance Summit 2018

3 - 4 July 2018, London, United Kingdom

From establishing best practices surrounding legal framework and financing solutions, to discovering new strategies to attract and work with foreign capital, benchmarking against international PPP models and international experiences within the public and private sector, our 2018 Summit will explore the best ways of structuring the financing of Public-Private Partnership projects

Expert Speaker Panel includes:



Matthew Jordan Tank,
Head of Project Preparation and Financing Facility,
EBRD



Dr. Arvind Mayaram,
Former Finance Secretary of India,
Government of India



Edward Farquharson,
Principal Adviser, EPEC (European PPP Expertise Centre),
European Investment Bank (EIB)



John Kjorstad,
Global Services' Infrastructure Leader
KPMG



Alex Carver,
Partner,
Freshfields



Chris Woodward
Deputy Head of Risk, Head of Banks, Policy and Project Finance,
UK Export Finance



Bob Green,
Partner, Head of Global Infrastructure Finance,
Mazars Global Infrastructure Finance



Mar Beltran,
Senior Director,
S&P Global

Supporting Partners:



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International PPP Finance Summit

WELCOME



With government funding insufficient to plug the infrastructure gap, private capital availability to support Public-Private Partnerships is influenced by capital markets volatility, macroeconomic uncertainty, political and regulatory risks

The international PPP Finance Summit 2018 will provide a thorough analysis of the challenges and opportunities of financing Public-Private Partnerships projects that are critical for enhancing economic growth rate, supporting competitiveness and improving living standards. Our 2018 Summit will bring together senior policy makers, infrastructure investment, financing and professional services experts and decision makers in the PPP and infrastructure ecosystem that will deliver vital market insights from MENA, Asia-Pacific, Europe, Americas and Africa. From establishing best practices surrounding legal framework and financing solutions, to discovering new strategies to attract and work with foreign capital, benchmarking against international PPP models and international experiences within the public and private sector, this event will explore the best ways of structuring the financing of Public-Private Partnership projects.

Kind Regards,
Sadak Choudhury
CEO



New case studies, fresh ideas and cutting-edge perspectives on:

1. **Constructing a sustainable and flexible PPP framework, which delivers value for stakeholders and improved operational efficiency**
2. **The view of the lenders and investors: what are they looking for? What constitutes a bankable deal? How can we strike an optimal deal for all parties?**
3. **IFIs-led collaborative initiatives on harmonisation and availability of PPP knowledge, capability of new project preparation facilities**
4. **Avoiding common risks and pitfalls associated with major PPP projects. Reference class forecasting and other techniques to de-risk projects**
5. **Features of PPP projects from the strategic and portfolio investors' perspective, best strategies in active management of infrastructure assets**
6. **Identifying new opportunities in emerging markets: adjusting PPP investment and lending strategies**

Networking

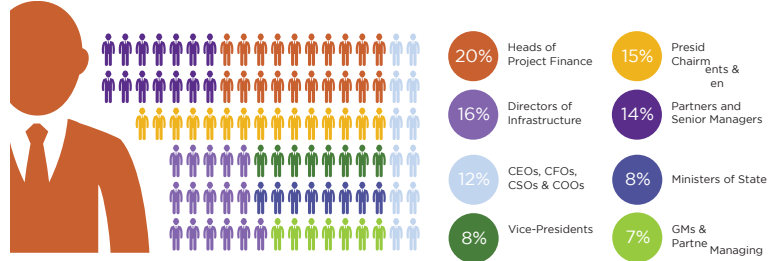
We know the importance of networking and offer an experience which allows you to do just that. Our VIP 'Meet & Network' feature offers you unrivalled networking opportunities and delivers a high-ROI experience, enabling you to contacts you need to ensure the growth, success and profitability of your PPP project.

Who you will meet

Companies and organisations breakdown:

- Banks, Private Equity Funds, IFI, Pension Funds and Hedge Funds-----23%
- Financial, Technical and Environmental Consultants, Analysis, and Lawyers -----20%
- Infrastructure Contractors & Developers-----19%
- Ministries & Government Representatives-----18%
- International Development Community-----15%
- Academia-----5%

Job title breakdown :



Speakers :

- **John Kjorstad**, *Global Services' Infrastructure Leader, KPMG*
- **Mar Beltran**, *Senior Director, S&P Global*
- **Arvind Mayaram**, *Former Finance Secretary, India*
- **Matthew Jordan-Tank**, *Head of Project Preparation, and Financing Facility, EBRD*
- **Bob Green**, *Partner, Head of Global Infrastructure Finance, Mazars Global Infrastructure Finance*
- **Syed Uddin**, *CEO, PPP Office, Bangladesh*
- **Sedef Yavuz Noyan**, *Head of PPP Unit, Treasury, Turkey*
- **Atter Hanoura**, *Director General, Ministry of Finance, Egypt*
- **Cosette Canilao**, *Ex DG Philippines PPP Unit, Philippines*
- **Jitesh Shah**, *Director, PPP Experts*
- **Rayyan Nagadi**, *MD, Head of Project Finance, HSBC Saudi Arabia*
- **Jalal Al Geilani**, *Director, Atkins*
- **Sharmila Chavaly**, *Joint Secretary (Infrastructure and Investment) to Department of Economic Affairs, Ministry of Finance, Government of India*
- **Syed Afsor H. Uddin**, *CEO of the PPP Office, Prime Minister's Office, Government of Bangladesh*
- **Shyamala Shukla**, *Senior Specialist Infrastructure Analytics, Finance and PPP, World Bank*
- **Anouj Mehta**, *Head of PPP & Finance (India), Asian Development Bank*
- **Sergey Samolis**, *Former MD, Head of Infrastructure Investment, Sberbank CIB*
- **Chris Woodward**, *Deputy Head of Risk, Head of Banks, Policy and Project Finance, UK Export Finance*
- **Robert Bartlett**, *Head of Infrastructure, Structured Finance Office for EMEA, MUFG*
- **Emilio Cattaneo**, *Executive Director, The Emerging Africa Infrastructure Fund Ltd.*
- **Alex Doughty**, *Partner, Energy & Infrastructure Finance Group, Eversheds Sutherland (International) LLP*
- **Alex Carver**, *Partner, Freshfields*
- **Edward Farquharson**, *Principal Adviser, EPEC (European PPP Expertise Centre), (EIB)*
- **Ramazan Ariturk**, *Founder, Elmadag*
- **Ali Al-Khalifa**, *Chief Executive Officer, Astad, Qatar*
- **Mutlaq Al-Sanea**, *Chairman, Kuwait Authority on Partnerships Projects, Kuwait*
- **Mr. Saud Al Attiyah**, *Director of PPP & Economic Policies and Research, Qatar*
- **Zouhair El Aoufir**, *CEO, Moroccan Airport Authority*
- **Dr. Atif Ansar**, *Programme Director, MSc in Major Programme Management, Said Business Scholl, University of Oxford*
- **John Seed**, *Head of Infrastructure Finance, Mott Macdonald*
- **Mark Moseley**, *Chief Operating Officer, Global Infrastructure Hub*
- **Ed Yescombe**, *Director, YCL Consulting Lda*
- **Chidi Izuwah**, *Acting Director General/CEO, The Presidency, Infrastructure Concession Regulatory Commission, Nigeria*
- **Mike Peo**, *Head of Infrastructure, Energy and Telecoms, Nedbank CIB*
- **Oliver Andrews**, *Executive Director and Chief Investment Officer, Africa Finance Corporation*
- **Olga Revzina**, *Regional Partner for Infrastructure Europe, Herbert Smith Freehills*
- **Alexei Avramenko**, *First Under Secretary of State for Transport and Communications, Belarus*
- **Shalmerden Chikanayev**, *Partner, Grata International Law Company*
- **Elena Silkina**, *Finance Director, Pulkovo Airport*
- **Oleg Pankratov**, *Managing Director, Global Head of Infrastructure Capital & Project Finance, VTB-Capital*
- **Mark Powell**, *Head of Infrastructure, Asset Management, MUFG*
- **Erk Ozbekelge**, *Head of Real Estate & Infrastructure Investment, Vera Capital*
- **John Davie**, *Chairman, Altra Capital*
- **Ambassador Susana De La Puente Wiese**, *Ambassador of Peru for the United Kingdom, Embassy of Peru in the United Kingdom*
- **Alejandro Blasco Ruiz**, *Head of Investor relations, Banobras*

About PPP Experts

PPP Experts is the only international conference business specialising in the Public-Private Partnerships (PPP) sector. Building on the vast knowledge basis & industry network of PPP Experts Advisory and PPP Experts Training, we stage events that gather all the movers & shakers of the global PPP community. The PPP Experts Conferences team includes veteran event industry professionals who know what it takes to build and run a successful forum

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CONFERENCE DAY ONE : 3 July 2018

08.00 Registration & Refreshments  

09.00 Chairperson's welcome address

09.10 Official Opening

09.30 Panel Session: The Global Economy in 2018 - Infrastructure Investment Planning in Uncertain Times

- How will protectionist tendencies threaten the investment growth in global markets?
- What monetary and fiscal policies should be adopted by emerging markets to increase the pipeline of viable projects and attract new investors?
- What is the role of multilateral development banks in overcoming the current massive gap in global infrastructure funding in emerging markets?

John Kjorstad, *Global Services' Infrastructure Leader, KPMG*
Mar Beltran, *Senior Director, S&P Global*
Arvind Mayaram, *Former Finance Secretary, India*

10.20 Panel Session: International financial institutions: Closing the Infrastructure Gap

- What is the role of the International Financial Institutions in addressing global issues?
- How impactful are the recent IFIs-led collaborative initiatives to bolster infrastructure PPPs worldwide: new project preparation facilities, PPP Knowledge Lab, PPP certification programme, etc.?
- What innovative financing tools and risk mitigation schemes are being used by IFIs to enable participation of a larger pool of investors and mobilize new sources of funding for PPPs?
- Exploring State Aid Regimes and Control of Funds from the ESIF

Matthew Jordan-Tank, *Head of Project Preparation and Financing Facility, EBRD*
Bob Green, *Partner, Head of Global Infrastructure Finance, Mazars - Global Infrastructure Finance*

11.10 Networking Coffee Break  

11.40 Panel Session: Streamlining infrastructure procurement and unlocking the internal sources of finance by emerging markets PPP authorities: how IFIs can help?

- Creating much larger impact on emerging market investment level
- Should national public authorities replicate the structure of IFIs' project preparation facilities?
- Would IFIs be willing to provide support for new initiatives by emerging markets authorities and could that lead to greater volume of traditional procurement of infrastructure, rather than PPP?
- Is there potential for greater synergies with ECAs and PRI providers?

MODERATOR: Matthew Jordan-Tank, *Head of Project Preparation and Financing Facility, EBRD*
Syed Uddin, *CEO, PPP Office, Bangladesh*
Sedef Yavuz Noyan, *Head of PPP Unit, Treasury, Turkey*
Atter Hanoura, *Director General, Ministry of Finance, Egypt*
Cosette Canilao, *Ex DG Philippines PPP Unit, Philippines**

12.30 Networking Lunch  

13.50 Panel Session: The Saudi National Transformation Plan and the Vision 2030: Increasing Opportunities for Foreign Investors in the Kingdom

- How can the Kingdom of Saudi Arabia create an attractive environment for international and domestic investors? Is there a market eager for the impressive number of proposed PPPs projects and will the size of the project matter for the investor?
- Financing mechanisms available for PPPs: government funding, corporate on-balance sheet finance and project finance. Will the government of Saudi Arabia choose the best way to structure financial deals?
- How can the Kingdom of Saudi Arabia manage risk perceptions? The decline on oil prices and political uncertainty in the region, the government guarantees of guarantor payment obligation on debt repayment and the sovereign of state guarantees (SGs)

Moderator: Jitesh Shah, *Director, PPP Experts*
Rayyan Nagadi, *MD, Head of Project Finance, HSBC Saudi Arabia*
Jalal Al Geilani, *Director, Atkins**
National Centre for Privatisation & PPP - to be confirmed*

14.40 Panel Session: Challenges of long-term financing for PPP projects in South Asia (Bangladesh, India and Sri Lanka)

- Bangladesh Investment Promotion and Financing Facility Project II: An overview over the challenges in increasing the long-term financing for infrastructure and in reinforcing the ecosystem of long-term infrastructure financing in the country
- How India Infrastructure Finance Company Limited (IIFCL) is a paradigm of innovative finance to provide long-term debt to PPP projects?
- Long-term lending within the Sri Lanka's Vision 2025

MODERATOR: Arvind Mayaram, *Former Finance Secretary, Government of India*

Sharmila Chavaly, *Joint Secretary (Infrastructure and Investment) to Department of Economic Affairs, Ministry of Finance, Government of India*

Syed Afsor H. Uddin, *CEO of the PPP Office, Prime Minister's Office, Government of Bangladesh*

Shyamala Shukla, *Senior Specialist Infrastructure Analytics, Finance and PPP, World Bank*

Anouj Mehta, *Head of PPP & Finance (India), Asian Development Bank*

15.30 Networking Coffee Break  

16.00 Panel Session: Adjusting lending strategies for PPP projects in new and emerging markets.

- Who are the key lenders of PPPs in EMs apart from local development banks, IFIs and export credit agencies?
- What is the appetite of banks for political and FX risk in project finance deals overseas?
- Are there sufficient conditions for leveraging capital markets potential for PPPs?
- What can make EM infrastructure debt more attractive for institutional investors?

MODERATOR: Sergey Samoilov, *Former MD, Head of Infrastructure Investment, Sberbank CIB*

Chris Woodward, *Deputy Head of Risk, Head of Banks, Policy and Project Finance, UK Export Finance*

Robert Bartlett, *Head of Infrastructure, Structured Finance Office for EMEA, MUFG*

Emilio Cattaneo, *Executive Director, The Emerging Africa Infrastructure Fund Ltd.*

17.00 End of Conference Day One



Download the Free App today



Please note: *speakers invited and awaiting confirmation

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CONFERENCE DAY TWO : 4 July 2018

08:00 Registration & Refreshments  

09:00 Chairperson's welcome address

09.10 **Panel Session: PPP models for infrastructure delivery: enabling frameworks and processes in the emerging markets**

- What are the typical models for infrastructure procurement in the emerging markets?
- How relevant is the UK PFI experience for the predominantly concession-based PPP delivery in the EMs?
- Is EM infrastructure sector regulation sufficient and conducive for scale-up of PPPs?

MODERATOR: John Davie, Chairman, Altra Capital

Alex Doughty, Partner, Energy & Infrastructure Finance Group, Eversheds Sutherland (International) LLP

Alex Carver, Partner, Freshfields

Edward Farquharson, Principal Adviser, EPEC (European PPP Expertise Centre), European Investment Bank (EIB)

Ramazan Ariturk, Founder, Elmadag

10.00 **Panel Session: Building growth in the Middle East and in North Africa, using PPPs to fund infrastructure projects**

- What are the next opportunities and challenges in the Middle East and North Africa's PPP projects?
- Is the new PPP framework in Kuwait, Qatar and Oman responsible for the recent growth in the number of Middle Eastern PPP projects awarded in 2017?
- Where do the Gulf countries stand in terms of PPP framework and projects pipeline?
- Egypt and other countries of Southern and Eastern Mediterranean: where do the opportunities lie for attracting foreign investment?

Ali Al-Khalifa, Chief Executive Officer, ASTAD

Mutlaq Al-Sanea, Chairman, Kuwait Authority on Partnerships Projects, Kuwait*

Mr. Saud Al Attiyah, Director of PPP & Economic Policies and Research, Qatar

Zouhair El Aoufir, CEO, Moroccan Airport Authority*

10.50 **Networking Coffee Break**  

11.20 **Panel Session: Managing risk for successful development and financing of PPP projects**

- Why mega projects are notoriously poor at forecasting demand and delivering projects on time, within budget and to specification?
- Can the governance structure of PPPs be beneficial for harnessing typical risks of major capital investment projects and what are the best strategies to do that?
- What can the project owners, investors and financiers do to mitigate the disruptive features of technological innovation and counteract the cybersecurity threats?

Moderator: Dr. Atif Ansar, Programme Director, MSc in Major Programme Management, Saïd Business School, University of Oxford

John Seed, Head of Infrastructure Finance, Mott MacDonald

Mark Moseley, Chief Operating Officer, Global Infrastructure Hub

12.10 **Panel Session: Public-Private Partnerships and Infrastructure Challenges in Africa**

- What are the lessons and challenges in using pension funds to invest in local infrastructures? African's giant pensions funds overview.
- How can the Nigeria's Infrastructure Concession Regulatory Commission (ICRC) and the new Contract Disclosure Portal manage risk perceptions and attract investors?
- How is Rwanda's 2016 PPP Law attracting new investors in key PPP projects? What is the current PPP environment in the country and where does it stand in terms of project pipeline?
- Why is South Africa the most prepared African country to implement PPPs and which other nations in the continent are expected to be most active in 2018?

Moderator: Ed Yescombe, Director, YCL Consulting Lda

Chidi Izuwah, Acting Director General/CEO, The Presidency, Infrastructure Concession Regulatory Commission, Nigeria

Mike Peo, Head of Infrastructure, Energy and Telecoms, Nedbank CIB

Oliver Andrews, Executive Director and Chief Investment Officer, Africa Finance Corporation

13.00 **Networking Lunch and Book Signing Session:**

"Public-Private Partnerships for Infrastructure Principles of Policy and Finance, 2nd edition"

Ed Yescombe, Director, YCL Consulting Lda

Edward Farquharson, Principal Adviser, EPEC (European PPP Expertise Centre), European Investment Bank (EIB)

14.10 **Panel Session: Scaling Up PPPs in Transition Economies: Experience of Russia, Kazakhstan and Belarus**

- Does omnipresence of the state foster or inhibit scale up of PPPs?
- What is the comparative role of local and international players in financing PPP deals?
- How resilient have PPP deals proven to be in terms of macroeconomic, FX, regulatory and other key risks?
- What are the infrastructure secondary market opportunities in CIS for global players: refinancing, equity sale, asset securitisation?

Olga Revzina, Regional Partner for Infrastructure Europe, Herbert Smith Freehills

Alexei Avramenko, First Under Secretary of State for Transport and Communications, Belarus

Shaimerden Chikanayev, Partner, Grata International Law Company

Elena Silkina, Finance Director, Pulkovo Airport

15.00 **Panel Session: Investing in PPP projects: perspectives of sponsors and portfolio investors**

- What features of PPPs make them interesting for SPV sponsors in terms of equity return?
- How do institutional investors perceive the risk/return profile of infrastructure and how significant infra are in terms of portfolio optimization?
- What are the performance attributes of listed infrastructure assets and can it claim to provide better performance than the market indices?
- What are the best strategies pursued by infrastructure funds for adding value via active management?

Oleg Pankratov, Managing Director, Global Head of Infrastructure Capital & Project Finance, VTB-Capital

Mark Powell, Head of Infrastructure, Asset Management, MUFG

Erk Ozbelge, Head of Real Estate & Infrastructure Investment, Vera Capital

15.50 **Networking Coffee Break**  

16.20 **Panel Session: Latin America's Investment Opportunities: The Rise of PPPs**

- How can Latin America's countries raise the quality and bankability in PPP projects and, increase the participation of the private sector?
- Colombia's Fourth Generation (4G) Toll Road Program: An overview on the PPP framework, the Financiera de Desarrollo Nacional (FDN) and Agencia Nacional de Infraestructura (ANI)
- Where does Argentina stands in terms of projects pipeline? How is the current PPP environment? The 2016's PPP law and the Argentina Investment and Trade Promotion Agency
- PPP in Peru: The framework, the independence of Proinversion and the medium-term planning in infrastructure projects

Moderator: John Davie, Chairman, Altra Capital

Ambassador Susana De La Puente Wiese, Ambassador of Peru to the United Kingdom, Embassy of Peru in the United Kingdom

Alejandro Blasco Ruiz, Head of Investor relations, Banobras

17.10 **End of Conference Day Two**



Please note: *speakers invited and awaiting confirmation

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International PPP Finance Summit 2018



Get Involved

Whether you're new to the **PPP Financing** sector or an experienced infrastructure investment professional, there's plenty of ways to benefit from this Summit

"These kind of conferences are a great opportunity to meet, to keep relationships warm and to discuss the recent updates in the sector."

Gideon Tilburgs,
John Laing

"Its important to get all the stakeholders together to understand the challenges and talk through the issues before they come up."

Peter Costa,
Honeywell

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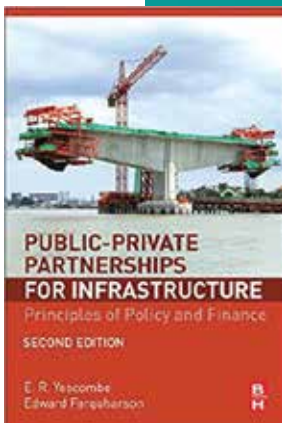
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The International PPP Finance Summit 2018 is proud to provide a platform for the launch of the Second Edition of the universally acknowledged and probably the most authoritative monograph on PPPs globally - E.R. Yescombe's "Public-Private Partnerships: Principles of Policy and Finance". Published in March 2018, the second edition is authored by E.R. Yescombe and Edward Farquharson under the title "Public-Private Partnerships for Infrastructure - Principles of Policy and Finance, Second Edition". Both co-authors are speaking at the Summit. The book will be available for purchase from the registration desk. A book signing will be held on Day 2, following the Session on PPP and Infrastructure Challenges in Africa, moderated by E.R. Yescombe.



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International PPP Finance

Summit 2018 3 - 4 July 2018
London, United Kingdom

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