

SMi presents the 14th annual...

Benelux Infrastructure Forum

Mövenpick Hotel Amsterdam City Centre, Netherlands

23rd - 24th
NOV
2015

INDUSTRY LEADING EVENT

CHAIRS FOR 2015:



Jeroen Kies, Assistant General Manager, Structured Finance Department, **Sumitomo Mitsui Banking Corporation Europe Limited Amsterdam Branch**



Andrew Petry, Partner, Energy & Infrastructure Finance, **Simmons & Simmons**

KEY SPEAKERS INCLUDE:

- **Dominik Zunt**, DG Economic and Financial Affairs (ECFIN), Finance, Coordination with EIB Group, EBRD and IFIs, **Financing of Climate Change, Infrastructure Policies and Euratom (ECFIN I3), European Commission**
- **Jeroen Kies**, Assistant General Manager, Structured Finance Department, **Sumitomo Mitsui Banking Corporation Europe Limited Amsterdam Branch**
- **Rob Peters**, Finance Manager, Rijkswaterstaat, **Dutch Ministry of Infrastructure and the Environment**
- **Willem Stitselaar**, Managing Director, **Macquarie Capital**
- **Jan Willem Van Roggen**, Managing Director, **NIBC Bank**
- **Francois Yves Gaudeul**, Director, Infrastructure Debt, **Allianz Global Investors**
- **Johan Mouraux**, Partner, **DLA Piper**
- **Prof. Dr. Chris Zevenbergen**, Strategic Advisor Of The Executive Board, Chair Flood Resilience Group UNESCO-IHE, **Dura Vermeer Group NV, UNESCO-IHE and TuDelft**
- **Joris van Papenrecht**, Commercial Director, **BAM PPP The Netherlands and Belgium**
- **Ian Conlon**, Financial Instruments Team, Unit B4, **DG MOVE, European Commission**
- **Roeland van der Zee**, Senior Consultant, **Aon Global Risk Consulting**

BENEFITS OF ATTENDING:

- Discover how **The Investment Plan for Europe** the 'Juncker plan' will impact **Benelux infrastructure investment**
- Hear lively discussion on **new funding** opportunities for the Benelux market and future projects in the pipeline
- Gain a comprehensive market overview of latest developments in **PPP markets**
- Discover latest projects in the **energy infrastructure** market
- Learn about up to date developments in PPP in **maritime and road infrastructure** in the Netherlands
- Network with an expert panel of **regulatory, building and funding** specialists under one roof!

PLUS ONE INTERACTIVE HALF-DAY POST-CONFERENCE WORKSHOP
Wednesday 25th November 2015, Mövenpick Hotel Amsterdam City Centre, Netherlands

Navigating and Negotiating LMA Loan Documentation

Workshop Leader: Gerard Kneppers, DLA Piper
8.30am - 12.30pm

beneluxconf.com

Register online or fax your registration to +44 (0) 870 9090 712 or call +44 (0) 870 9090 711



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8.30 Registration & Coffee

9.00 **Chairman's Opening Remarks**

Jeroen Kies, Assistant General Manager, Structured Finance Department, **Sumitomo Mitsui Banking Corporation Europe Limited Amsterdam Branch**

MARKET OVERVIEW

9.10 **Key developments and market overview in selected PPP markets**

- Standardization in PPP Markets – opportunity or risk
- Market overview Europe, North America, Australia/NZ

Frank Schramm, Co-CEO, **BBGI S.A**

ENERGY AND THE INFRASTRUCTURE MARKET

9.50 **Offshore wind projects**

- Understanding why and how offshore wind projects are booming in Belgium
- Reviewing the Dutch government's offshore wind energy programme
- How are these projects being financed?

Jeroen Kies, Assistant General Manager, Structured Finance Department, **Sumitomo Mitsui Banking Corporation Europe Limited Amsterdam Branch**

10.30 Morning Coffee

10.50 **Financing the energy and infrastructure gap**

- Recent trends
- Benelux and other European PPPs
- Offshore wind projects

Willem Stitselaar, Managing Director, **Macquarie Capital**

11.30 **UK Biomass Project**

- Overview of the project
- Funding structure (equity & debt)

Jan Willem Van Roggen, Managing Director, **NIBC Bank**

12.10 Networking Lunch

PUBLIC PRIVATE PARTNERSHIP SUCCESS PART I

1.10 **PPPs – Where are PPP structures being used now**

- The talk will focus on looking at where new PPP opportunities are arising

Andrew Petry, Partner, Energy & Infrastructure Finance, **Simmons & Simmons**

1.50 **Managing stakeholders for PPP success**

- Mapping
- Understanding interests
- Assessment the influence
- Outreach and engagement

Karel Joos, Partner, **Interel**

2.30 **Infrastructure project success... can all stakeholders be winners?**

- Selecting, planning, and designing projects... what you need to know
- Defining success... what does this mean to each party involved?
- Discussing what factors should be taken into consideration when managing a project

Karel Joos, Partner, **Interel**

PANEL DISCUSSION

RISK MANAGEMENT

3.10 **Risk management in Dutch DBFM(O) projects**

- How successful are the Dutch DBFM(O) projects in terms of risk management
- What can we learn from other jurisdictions to improve the risk management in future Dutch DBFM(O) projects

Joris van Papenrecht, Commercial Director, **BAM PPP The Netherlands and Belgium**

3.50 Afternoon Tea

4.10 **New projects, new risks, new mitigations**

- Quantification of liability risks and business interruption risks
- Risk management for financed projects
- The similarities and differences between different types of projects (housing, roads, public transport and locks)

Roeland van der Zee, Senior Consultant, **Aon Global Risk Consulting**

FUNDING OPPORTUNITIES

4.50 **Funding competitions - Pro's and Con's and best practices**

- Pro's and Con's of funding competitions from various perspectives - authority, sponsors and lenders
- Different formats and timing for funding competitions
- Best practices and how to best manage funding competitions from an authority and private sector perspectives

Johan Mouraux, Partner, **DLA Piper**

5.30 **Investing in Brownfield Infrastructure: A focus on the energy sector**

- Focus on recent market trends and M&A in energy infrastructure
- Adapting to lower Oil and Gas Prices: Infrastructure carve outs from E&P companies
- Case study of industrial energy infrastructure
- Perspectives going forward

Bruno Candès, Partner, **InfraVia Capital Partners**

CASE STUDY

6.10 **New funding opportunities for the Benelux market**

- What new projects are expected for the future?
- Creating sustainable and affordable solutions for all stakeholders
- What are the legal implications

Han Claessens, Senior Investment Manager, **PGGM Investments**
Willem Stitselaar, Managing Director, **Macquarie Capital**
Bert Mulders, Associate Director, Infrastructure & Renewables, **NIBC Bank**

PANEL DISCUSSION

6.50 **Chairman's Closing Remarks and Close of Day One**

WHO SHOULD ATTEND?

- Directors of Finance
- Directors of PPP/PFI projects
- Vice Presidents
- PPP/PFI Project Managers for Council projects
- Government financial employees i.e., Chief Executive of HM Treasury
- Chief Executives of finance departments
- Heads of national banks
- Modelling software sellers
- Financial education
- Law firms
- Consultancies
- Construction
- Insurance companies

**Want to know how you can get involved?
Interested in promoting your services to this market?**

Contact Sarah Watson,
SMi Marketing on
+44 (0)20 7827 6134 or
email: swatson@smi-online.co.uk

8.30 Registration & Coffee

9.00 Chairman's Opening Remarks

Andrew Petry, Partner, Energy & Infrastructure Finance, **Simmons & Simmons**

REGULATORY OUTLOOK

OPENING ADDRESS

9.10 The Investment Plan for Europe (the 'Juncker plan')

- The Financing strand of the Investment Plan for Europe, the European Fund for Strategic Investment (EFSI) is expected to mobilize EUR 315bn of investment in the EU over its three year deployment period
- Reviewing how the EFSI will be deployed by the European Investment Bank and the European Investment Fund in order to encourage more private and public investment and more risk taking from private investors
- Presenting the other two important strands of the Investment Plan: the European Investment Advisory Hub – a technical assistance one-stop shop for market participants and the European Investment Project Portal – a publicly accessible webpage making project information easily available to investors
- Understanding what overall impact the Investment Plan will have on Benelux infrastructure investment

Dominik Zunt, DG Economic and Financial Affairs (ECFIN), Finance, Coordination with EIB Group, EBRD and IFIs, Financing of Climate Change, Infrastructure Policies and Euratom (ECFIN L3), **European Commission**

9.50 The Belgian market: impact of ESA 2010

- Market update
- ESA 2010
- Challenges

Professor Dr Steven Van Garsse, Manager Department of Public Governance and the Chancellery, **Flemish Government - Cluster Flemish Justice and Regulation - Flemish PPP Knowledge Centre**

10.30 Morning Coffee

ROAD & MARITIME INFRASTRUCTURE

10.50 Financing transport infrastructure with EU financial instruments

- The size of the infrastructure deficit means sources other than public funds are needed to invest in infrastructure
- The EU has dedicated funds for financial instruments to support private finance investment in infrastructure
- There will be a growing focus on how these instruments can be used over the coming years

Ian Conlon, Financial Instruments Team, Unit B4, **DG MOVE, European Commission**

11.40 Dutch Locks, not only crucial for Holland's waterway logistics, but also part of our heritage

- Taking over existing assets and taking on patronage of heritage landscapes
- Ensuring operation of existing assets well beyond their design life
- Private sector best placed to manage risk. Or is it?

Paolo Geurtsen, Director Project Finance, Treasury & Finance, **VolkerWessels**

12.10 Networking Lunch

1.10 Flood Infrastructure assets: what can we learn from The Netherlands?

- Prevention pays
- Towards a broader and integrated appreciation of infrastructure
- Tradeoffs and synergies

Prof. Dr. Chris Zevenbergen, Strategic Advisor Of The Executive Board, Chair Flood Resilience Group UNESCO-IHE, **Dura Vermeer Group NV, UNESCO-IHE and TuDelf**

CASE STUDY

PUBLIC PRIVATE PARTNERSHIP SUCCESS PART II

1.50 PPP in maritime and road infrastructure the Netherlands so far so good?

- The current status of PP procurement in the Netherlands
- Dealflow of PPP projects

Rob Peters, Finance Manager, Rijkswaterstaat, **Dutch Ministry of Infrastructure and the Environment**

2.30 The partnerships behind a PPP

- Where are contracts bringing out the worst in the partners?
- Dealing with the need for flexibility
- Options for the future

Jeroen In't veld, Director, **RebelGroup BV**

INSTITUTIONAL INVESTORS

3.10 Developments in the PPP market

- When is PPP appropriate
- What are the costs, risks and benefits to all parties involved?
- What are the potential social benefits?

Dominik Zunt, DG Economic and Financial Affairs (ECFIN), Finance, coordination with EIB Group, EBRD and IFIs, **Financing of Climate Change, Infrastructure Policies and Euratom (ECFIN L3), European Commission**
Roeland van der Zee, Senior Consultant, **Aon Global Risk Consulting**

PANEL DISCUSSION

3.50 Afternoon Tea

4.10 An Institutional Investor's view on infrastructure debt

- Why invest in infrastructure debt
- How to invest in infrastructure debt
- Main challenges (procurement, regulation, tax and legal) and recommendations
- Views on the Benelux market

François-Yves Gaudeul, Director, **Allianz Global Investors**

CASE STUDY

4.50 Solutions for insurance industry

- Different possible roles (Equity, Debt, Funds /) Bond vs. Debt
- Essential project size, project-pooling, project rating
- Planned structures and solutions within different markets

Bernward Kulle, Executive Board Member, **ÖPP Deutschland AG (Partnerschaften Deutschland)**

5.30 Strengths and weaknesses of the Institutional Investors in the current financing market

- Competitive market conditions
- What are the expectations of the candidates to PPP projects on the financing aspects?
- What are the expectations of the granting authorities of PPP projects on the financing aspects?
- What are the answers of the Institutional Investors to these needs?

Benoît Theys, Real Estate & PPP Finance Manager, **AG Real Estate**

6.10 Chairman's Closing Remarks and Close of Day Two

Supported by



Navigating and Negotiating LMA Loan Documentation

Workshop Leader: **Gerard Kneppers, DLA Piper**

Overview:

The Loan Market Association set of finance documentation is widely used in financing transactions of all sorts. Although these are template documents, they are complex instruments to deal with and negotiate. This workshop will provide practical guidance in navigating and negotiating the provisions of these documents, whether as a borrower, a lender or their advisors.

Why you should attend:

Attending this workshop will provide invaluable practical insight in the negotiation of LMA documentation.

Programme:

- 8.30** **Registration and coffee**
- 9.00** **Opening remarks**
- 9.10** **Typically negotiated commercial clauses in LMA documentation, from a perspective of a borrower or lender - Part 1**
- 10.45** **Coffee break**
- 11.00** **Typically negotiated commercial clauses in LMA documentation, from a perspective of a borrower or lender - Part 2**
- 12.20** **Closing remarks**
- 12.30** **End of workshop**

About the workshop leader:

Gerard Kneppers is experienced in advising domestic and internationally based clients, including private equity investors, financial institutions and (strategic) purchasers (borrowers) and vendors on all aspects of the structuring and restructuring, documentation, negotiation and implementation of leveraged-, corporate-, real estate-, structured- and project finance transactions.

About the organisation:

DLA Piper is a global law firm with lawyers in the Americas, Asia Pacific, Europe and the Middle East, positioning us to help companies with their legal needs around the world. We strive to be the leading global business law firm by delivering quality and value to our clients. We achieve this through practical and innovative legal solutions that help our clients succeed. We deliver consistent services across our platform of practices and sectors in all matters we undertake. Our clients range from multinational, Global 1000, and Fortune 500 enterprises to emerging companies developing industry-leading technologies. They include more than half of the Fortune 250 and nearly half of the FTSE 350 or their subsidiaries. We also advise governments and public sector bodies.

Sponsorship Opportunities at Benelux Infrastructure Forum 2015

SMI offer sponsorship, exhibition, advertising and branding packages, uniquely tailored to complement your company's marketing strategy.

Join this event and be part of a major networking opportunity providing intimate interaction with your peers, where you will hear case studies, presentations and panel discussions on the key issues surrounding PPP projects, renewable energy ventures and funding in the Benelux region.

We are here to ensure you achieve the most from your investment. Get in touch with Andrew Gibbons, Sales and Sponsorship Manager, to discuss how we can further assist your marketing efforts to build your business via Benelux Infrastructure Forum 2015.

The conference offers a unique opportunity to increase your organisation's exposure to industry professionals through:

- Hosting a networking drinks/dinner reception
- E-marketing (regular e-mail blasts promoting the event, program updates, offers and discounts and featured speakers and partners.
- Website (regularly updated and refreshed with the latest updates and news)
- Onsite promotion (flyers/prospects/marketing materials to be inserted into delegates pack, stands/banners and many more)

**For more information please contact
Andrew Gibbons on +44 (0) 207 827 6156
or email: agibbons@smi-online.co.uk**



BENELUX INFRASTRUCTURE FORUM

Conference: 23rd - 24th November 2015 | Mövenpick Hotel Amsterdam City Centre, Netherlands

Workshop: 25th November 2015, Netherlands

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Surname: _____

Job Title: _____

Department/Division: _____

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