

Corporate PPAs for Renewables Projects

Date: 08.30-09.30, Thursday 20th September 2018

Venue: Allen & Overy LLP, Bockenheimer Landstraße 2, 60306 Frankfurt am Main

Moderator:

- **Dr. Norbert Wiederholt**, Partner, Allen & Overy

Confirmed Speakers:

- **Adam Janas**, CFO, CPC Germania
- **Gregor Schaal**, Head Structured Finance Germany, MUFG Bank (Europe) N.V. Germany Branch
- **Jens Hagen**, Vice President, KfW IPEX-Bank

JENS HAGEN

VICE PRESIDENT, KfW IPEX-BANK



Jens Hagen is Vice President in KfW IPEX-Bank's wind energy team. Since joining KfW IPEX-Bank in 2015 he has worked on several international project finance transactions in the onshore wind power sector in which KfW IPEX-Bank played a leading role. Among other financing structures he was involved in several

ECA covered project finance transactions with different ECAs. He has focused on projects involving corporate power purchase agreements and elements of power price risk as well as projects based on feed-in tariffs. His regional focus has been Europe, North America and Latin America.

Before joining KfW IPEX-Bank, he worked for five years at KfW Development Bank where he was responsible for energy projects in the Western Balkans.

Jens holds a Master's degree (Diplom) in Quantitative Economics from the University of Kiel and a Master's degree in Economics for Development from the University of Oxford.

GREGOR SCHAAL

HEAD STRUCTURED FINANCE GERMANY, MUFG BANK (EUROPE)GERMANY BRANCH



Since 2011 Gregor has been working at MUFG Bank (Europe) N.V. Germany Branch as Head of Structured Finance Germany, based in Frankfurt. He has 23 years of project finance experience comprising numerous arranging mandates and over 25 financial advisory mandates in the power & renewables sector.

Gregor's advisory and financing track record includes: Financial advisor to Trianel for the "TWB I" offshore wind refinancing; Financial advisor to EnBW for the "Hohe See" offshore wind project; Financing of the German offshore wind project "Nordsee One" for Northland Power; Financing of the German offshore wind project "Baltic 2" for Macquarie; Financial advisor to Stadtwerke Kiel for the 200MW CHP plant; Stadtwerke Düsseldorf: Financing of 450 MW CHP plant; Financial advisor to Trianel for a 800MW CCGT power plant in Hamm-Uentrop and for a 800MW coal-fired power plant in Lünen, Germany.

Prior to MUFG Gregor worked for 5 years as Team Head and Managing Director for RBS's Project Finance department and 11 years for Commerzbank's Structured Finance department where he became Head of the Energy & Utilities team in 2002.

Gregor holds a master of business administration (Diplom-Kaufmann) from the University of Trier. In the course of his studies he spent one year at the University of Vermont, USA.

DR NORBERT WIEDERHOLT

PARTNER, ALLEN & OVERY LLP GERMANY



Rechtsanwalt Dr. Norbert Wiederholt practices in the field of banking and energy law and is a partner of Allen & Overy's international Projects, Energy & Infrastructure practice. He is co-head of the German energy practice. He has extensive experience advising on projects in the field of renewables (onshore

and offshore wind, solar, geothermal) and conventional energy sources (coal, lignite, gas, gas/steam). Norbert also advises on infrastructure projects (roads, accommodation, grid infrastructure) and other infrastructure-near sectors (e.g. waste incineration plants, gas storage and industrial plant facilities). His transaction experience covers both German national and cross-border deals, inbound and outbound investments, green-field and brown-field, fresh money as well as refinancing projects.

Norbert holds a Licence des Sciences Economiques of Université Lumière Lyon 2. He is a lecturer on project finance at the summer courses of the Institute for Law and Finance at the Johann Wolfgang Goethe - University in Frankfurt am Main.

ADAM JANAS

CFO, CPC GERMANIA



Adam Janas is the CFO of CPC Germania, one of Germany's leading wind energy companies. Adam joined the company in 2011 and has overall responsibility and operational leadership for the entirety of commercial tasks, processes and organization of the company which has 40 employees and an annual turnover

of more than €50 million from energy generation, commercial and technical management, property management and project development.

He is responsible for accounting, taxation, liquidity management, project and corporate finance, marketing and procurement of technologically complex wind turbines, project realization, construction sites, project and corporate controlling, planning and strategy.

Recent key highlights include: Building of a new power generation division based on wind energy in Germany and Finland with 200 MW installed capacity and € 40 million annual turnover; Structuring, realization, financing and marketing of projects with a total investment of € 500 million (300 MW); Establishment of commercial asset management for approximately 60 companies with a total volume of 500 MW as the operationally responsible managing director; Build and lead the necessary organization to meet the requirements of banks, institutional investors, and demanding clients (anchor customer Trianel Onshore); Identification and management of financial risks along the entire value chain with a strategic focus on growing the ability to deliver steady cash flow; Representation of the company to banks, credit insurers, investors; Fundraising from pension funds, insurance companies and other institutional investors; and Strategic development of the Group.