

# The European Airports Sector - Outlook to 2020 and Beyond

Date/Time: 08.30-09.30, Tuesday 20th June 2017

Venue: Fitch Ratings, 30 N Colonnade, Canary Wharf, London E14 5GN



**08.00-08.30** Registration, Networking, Continental Breakfast

**08.30-09.30** Panel Discussion

**Moderator:**

**Ian Dixon**, Managing Director, Global Infrastructure & Project Finance,  
Fitch Ratings

**Panel Members:**

- **Gonzalo Velasco**, Portfolio Management Director, **Ferrovial**
- **Andrew Paulson**, Managing Director, Infrastructure Financing, **RBS**
- **Iain Ashworth**, Corporate Finance Director, **Manchester Airports Group**
- **Marc-André Gennart**, Chief Financial Officer & Director ICT, Finance,  
**Brussels Airport Company**
- **John Mayhew**, Managing Director, **M&G Investments**

**09.30-10.00**

End of Session and post event networking over coffee

# SPEAKER PROFILES

## IAN DIXON

MANAGING DIRECTOR, FITCH RATINGS



Ian Dixon is Managing Director and Analytical Head of the EMEA Infrastructure & Project Finance Group at Fitch Ratings. In this role, Ian oversees ratings coverage of the energy, transportation, social infrastructure and whole business securitization sectors.

The Infrastructure & Project Finance Group is responsible for providing credit ratings and research for debt instruments in the infrastructure and project finance sectors globally including the United States, Latin America, Europe, Asia, and Australia.

Previously, Ian spent six years at Investec, holding senior positions in Debt Capital Markets and in the Project Finance team. Prior to Investec, he spent nine years at Ambac Assurance UK Ltd, most recently as Chief Executive Officer. Ian began his career at NatWest where he held a number of senior roles, mainly in their Global Project Finance team, during his 21 years with the firm.

## JOHN MAYHEW

HEAD OF INFRASTRUCTURE FINANCE, M&G



John joined M&G in January 2015 as Head of Infrastructure Finance. John heads up the team which assists M&G's funds in investing in public and private senior and mezzanine debt across the infrastructure sector. As at 31 December 2016, M&G managed over £45bn of debt across the infrastructure asset class.

Prior to joining M&G, John spent five and a half years running his own advisory boutique, Erias Finance, assisting owners and operators of European Infrastructure with their debt financings.

John has over 24 years financing experience, having previously worked at Morgan Grenfell, Deutsche Bank and Barclays Capital. He is co-Chair of the AFME/ICMA Infrastructure Working Group and a member of the CBI's Infrastructure Board. John holds an MA in Economics from Cambridge University and is CF30 approved by the FCA.

## MARC-ANDRÉ GENNART

CHIEF FINANCE OFFICER AND ICT DIRECTOR, BRUSSELS AIRPORT COMPANY



Marc-André is Chief Finance Officer, ICT Director of Brussels Airport Company. He joined The Brussels Airport Company in 2010.

Prior to Brussels Airport, Marc-André worked in several finance functions at the Sabena Group and as a Finance and Administration Director at Flightcare Belgium (now Swissport). For some time, he worked as an expat in South America for Belgian Multinationals.

As Chief Finance Officer he provides overall Financial leadership to the company. He is in effect the team leader for the Finance and ICT teams, setting guidelines and directions and making organization changes where necessary.

Marc-André holds a 5 year business degree in Business Engineering (Catholic University of Leuven).

## IAIN ASHWORTH

CORPORATE FINANCE DIRECTOR, MANCHESTER AIRPORTS GROUP



Iain is responsible for all aspects of Group funding, corporate finance, treasury, tax and pensions. He joined the Group in 2012 to lead the process of bringing third party investment into MAG (from IFM) and the subsequent £1.5bn acquisition of Stansted Airport. Following that he was responsible for establishment of the Group's bond funding programme and subsequent £0.8bn bond issuances, as well as the successful £560m refinance of the Group during 2016.

He is also acting CFO for the Group's start up business in the US, as well as chairing the Airport City joint venture board, which is involved in the £800m property redevelopment at Manchester Airport. He was previously at Deloitte Corporate Finance and Lloyds Bank and is a Chartered Accountant by background.

## ANDREW PAULSON

MANAGING DIRECTOR, HEAD OF INFRASTRUCTURE, THE ROYAL BANK OF SCOTLAND PLC



Andrew runs the Infrastructure Finance team at RBS. Before joining the bank he spent seven years at the UK Treasury within the Finance and Regulatory Directorate.

A Managing Director, Andrew has led a number of significant transactions in the infrastructure sector across the UK and Western Europe. In the airports sector the RBS team has closed 66 transactions raising £38bn in the last five years.

## GONZALO VALASCO

PORTFOLIO MANAGEMENT DIRECTOR, FERROVIAL



Gonzalo is an Airport Engineer specialized in design and management of airports, holds a Master Degree in Business and Administration and has more than 13 years of experience in the airports' industry around the world. He has worked for BAA (Heathrow) and Ferrovial Airports developing long term business plans, leading acquisition projects for a value of €10bn and divestment projects for a value of €5bn, managing a portfolio of airports, developing expansion plans and transitioning airports after its acquisition.

Currently he is a board member of Heathrow, Glasgow, Aberdeen and Southampton airports, a member of the Executive Committee of Ferrovial Airports, and a member of ACI World Economics Committee. Gonzalo Velasco is the Portfolio Management Director at Ferrovial Airports. In his role, Gonzalo provides and monitors optimization and improvement plans to Ferrovial's portfolio of airports: Heathrow, Glasgow, Aberdeen and Southampton. He is also responsible for developing airport business plans for the investment and divestment opportunities.

He began his professional career as a Business Performance Analyst at Ferrovial Aeropuertos. In that capacity, he provided technical assistance and contributed to the implementation of improvements plans at Sydney, Belfast and Bristol airports, as well as contributing to the business plan for the acquisition of BAA (now Heathrow Airport Holdings) in 2006. Between 2006 and 2008, he was appointed Business Planning Manager at BAA, where he developed business plans for the seven UK airports that were part of the holding's portfolio at the time. From 2008 to 2014, he was Project Director in the Corporate Development department at Ferrovial Aeropuertos and conducted the bidding process for several acquisition projects in Europe and America and also managed the divestments of Gatwick, Naples, Edinburgh and Stansted airports.