

# THE FUTURE OF UK INFRASTRUCTURE: MARKETS AND LARGE PROJECTS II

Date: 08.30-09.30, Wednesday 11th October 2017

Where: CBRE, Henrietta House, Henrietta Place, London, W1G 0NB

**08.00-08.30:**

Registration, networking

**08.30-09.30:**

Panel Discussion

Moderator:

- Sir Michael Lyons, Strategic Adviser, CBRE Capital Advisors

Panel Members:

- Sir John Armitt, Deputy Chairman, National Infrastructure Commission

- Matthew Vickerstaff, Deputy Chief Executive Officer, Infrastructure and Projects Authority

- Helena Anderson, Head of Capital Investment, Energy - Business Operations,  
Department for International Trade

- Mustafa Kursat Asardag, CFO, Istanbul Airport

- Olivier de Guinaumont, Head, Eiffage UK

**09.30:**

Closing Comments and Networking

# SPEAKER PROFILES

## **OLIVIER DE GUINAUMONT**

HEAD, EIFFAGE UK



Olivier de Guinaumont began his career in the export division of SPIE BATIGNOLLES Group. Up to the end of the 1990s, he held various operational positions in the design and construction of turnkey LNG and Petrochemical Plants for Oil and Gas Companies in Nigeria. In 2000, he became head of SPIE BATIGNOLLES TPI's Nigeria

activities at the Paris head office.

After joining EIFFAGE in 2002, he initially held the position of Business Development Director with EIFFAGE International before joining the PPP/Concessions division of EIFFAGE SA as Project Director. He supervised various Concession tenders such as the new A19 motorway in France (100km between Artenay and Courtenay), the completion of the Antwerp ring road in Belgium (Oosterwheel) and the new A65 motorway (150km between Pau and Langon for €1,25 billion) which was granted by the State to the EIFFAGE Consortium in 2006. He negotiated the Concession contract, organised and negotiated the private financing (980M€ debt) and became Managing Director of the Concession holder Company, A'LIÉNOR SAS, in July 2006.

Olivier was appointed Chief Executive Officer of A'LIÉNOR SAS in June 2008. In September 2011, he was appointed Head of PPP/ Concessions Asset Management and Operations for the EIFFAGE group. He held the position of CEO of the project companies operating under public-private partnerships (PPP) for building facilities projects, in particular in healthcare, education, judiciary and police sectors. In the infrastructures sector, in addition to the position of CEO of A'LIÉNOR which he continued to hold, he was CEO of several broadband networks companies and member of the board of directors of TP Ferro (Perpignan-Figueras high-speed rail line between France and Spain across the Pyrenees), Norscut (a 150km motorway in Portugal), SMTPC and TPS (Urban tunnels in Marseille - France) and member of the management committee of the Dakar-AIBD motorway in Senegal.

From 2014 to June 2017, in addition to his others duties, he was appointed CEO of EIFFAGE Services, an EIFFAGE company in charge of operation and maintenance of the PPP/ Concessions owned by the EIFFAGE Group.

In June 2017, he left the PPP/Concessions division and was appointed EIFFAGE Group Delegate to UK. He is representing Eiffage in the board of CEK (a JV of Carillion, Eiffage, Kier for the HS2 Project).

## **SIR MICHAEL LYONS**

STRATEGIC ADVISER, CBRE CAPITAL ADVISORS



Sir Michael Lyons is Chairman of the English Cities Fund, SQW Ltd ([www.sqwgroup.com](http://www.sqwgroup.com)) and a former Chairman of the BBC (2007-2011). He is a strategic adviser to CBRE and a non-executive director of Redrow PLC.

He chaired the Lyons Housing Commission which explored constraints on housing supply and published its main report in 2014 and, most recently (2017), a book of essays.

He has had a distinguished public service career included 17 years running some of the country's largest local authorities (including Birmingham City Council 1994-2001).

He led the 2007 Lyons Inquiry into the functions and funding of local government and other reviews concerning the relocation of government services (2004) and the management of public assets (2004).

He was formerly Deputy Chairman of the Audit Commission and Professor of Public Policy at Birmingham University. He chaired the CBSO for six years and was both a board member and governor of the Royal Shakespeare Company. He has recently become vice chairman of the Lunar Society

He was knighted for services to Local Government in 2001.

## **MUSTAFA KURSAT ASARDAG**

CFO, ISTANBUL AIRPORT



Mustafa has been CFO of Sabiha Gokcen International Airport since 2012. The airport is a 100% subsidiary of MAHB (owner of Kuala Lumpur Airport), has €200m turnover, 30m passengers and 700 staff.

He was recruited to streamline the finance strategy and operations of this high growth airport business and managed a smooth shareholding change between current shareholders in two transactions with equity value €700m +, ran due diligence processes and developed extensive scenario analyses and discounted cash flow models. He completed a €500m bank syndication refinancing liaising with shareholders, legal advisors, rating agencies and investment bankers. Repaid shareholder loans in full, restructured repayment plan to suit the company needs and future growth, achieved reverse flex of 25 basis points and reduced interest cost from €40m to €15m per annum.

From 2009-11 Mustafa was CFO of Kocear Group, a family owned iron, steel & textile producer, retailer and logistics group with \$350m turnover, 2,000 staff and was appointed to lead the group financial management and introduce corporate governance structures.

## **MATTHEW VICKERSTAFF**

DEPUTY CHIEF EXECUTIVE OFFICER, INFRASTRUCTURE AND PROJECTS AUTHORITY (IPA) AND HEAD OF PROJECT FINANCE, HM GOVERNMENT



Matthew Vickerstaff is the Deputy Chief Executive Officer for the Infrastructure and Projects Authority (IPA) and the Head of Project Finance for HM Government.

Prior to joining IPA in November 2016 Matthew was the Head of Investment Banking at ClearlySo Ltd. Before this, he was

Global Head of Structured Finance at Societe Generale, for over 20 years and where he specialized in advisory, arranging, equity investment and capital markets solutions across a broad range of international infrastructure projects and sectors.

He has world-class project finance experience providing IPA with a wealth of private sector expertise in the financing of major international infrastructure projects across a broad range of sectors.

# SPEAKER PROFILES

Matthew has direct leadership responsibility for the management of the IPA teams responsible for PF2 policy and implementation, the UK Guarantees Scheme, and the IPA's international team. He is also the spokesperson for the IPA and government on the use of private finance to deliver public projects.

## **SIR JOHN ARMITT**

DEPUTY CHAIRMAN, NATIONAL INFRASTRUCTURE COMMISSION



Sir John Armit is Chairman of the National Express Group, the City & Guilds Group, Deputy Chairman of the Berkeley Group and Deputy Chairman of the National Infrastructure Commission. Sir John is also on the Board of Expo 2020.

In September 2013 Sir John published an independent review on long term infrastructure planning in the UK. The recommendations in the Armit Review received widespread support and in large part have now been adopted by the current government, resulting in the National Infrastructure Commission.

After leaving John Laing plc in 1993, where Sir John had been Chairman of Laing's International and Civil Engineering divisions, he became Chief Executive of Union Railways. In 1997 he became Chief Executive of Costain, a position he held until 2001. Sir John was Chief Executive of Railtrack plc from 2001-2002, Chief Executive of Network Rail from 2002-2007, Chairman of the Olympic Delivery Authority from 2007-2014, Chairman of the Engineering and Physical Sciences Research Council from 2007-2012, and a member of the Airports Commission from 2012-2015, and a member of the Board of Transport for London from 2012-2016.

Sir John was President of the Institution of Civil Engineers from 2015-2016, he is a Fellow of the Royal Academy of Engineering, the Institution of Civil Engineers and City and Guilds of London Institute and has received honorary doctorates from the universities of Birmingham, Imperial College London, Portsmouth, Reading and Warwick.

Sir John was awarded the CBE in 1996 for his contribution to the rail industry and received a knighthood in 2012 for services to engineering and construction.

## **HELENA ANDERSON**

HEAD CAPITAL INVESTMENT – ENERGY, DEPARTMENT FOR INTERNATIONAL TRADE



Helena has 12 years' experience advising on projects and project financings in the private sector with a particular focus on renewable energy and low carbon projects in the UK and emerging markets. She is also recognised as a leading expert on the mitigation of social and environmental risk by funders. She recently joined the institutional investment and infrastructure team UK Trade & Investment from leading international law firm, Herbert Smith Freehills, where she advised lenders, developers and export credit agencies including on greenfield mixed use property developments seeking to incorporate district heat networks, building integrated and on-site renewables and other energy efficiency measures.

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MEETS REAL ESTATE  
THERE IS OPPORTUNITY.**

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To secure superior returns from your infra-state investment, please contact:

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