

# TRANSFIN 2016

## EUROPEAN TRANSPORT FINANCE FORUM

WEDNESDAY 27<sup>th</sup> APRIL 2016, LONDON



Join us in London on 27th April and network with Europe's leading debt and equity infrastructure funds, construction companies, project sponsors and infrastructure asset SPV's

Listen to Europe's leading infrastructure deal makers:

**Mark Richards**, Partner & Head of Projects & Infrastructure, Berwin Leighton Paisner LLP

**Julia Prescott**, Chief Strategy Officer, Meridiam

**Peter Coenen**, Man. Director, HOCHTIEF PPP Solutions

**Mark Westbrook**, Managing Director, Primary Investment, UK, Ireland and Northern Europe, John Laing

**Andy Freeman**, Senior Director, DIF

**Hamish McKenzie**, Head of Infrastructure Europe & Debt, Deutsche Alternative Asset Management (UK)

**Carlos Reyero**, Deputy CFO, Globalvia

**Perry Noble**, Infrastructure Partner, Hermes

**Stephen O'Shea**, Director, First State Investments

**Daniel Agostino**, Partner, iCON Infrastructure

**Nick Spencer**, Senior Vice President, Campbell Lutyens

**Valeria Rosati**, Executive Director, Global Asset Management, Hastings

**Gershon Cohen**, Head of Infrastructure Funds, Aberdeen Asset Management PLC

**John Hanna**, Vice President, BBIP

**Marcus C Balmforth**, Managing Director, InterVISTAS Consulting Ltd

**Juan Angoitia**, Managing Director, Ardian

**John Mayhew**, Managing Director, M&G Investments

**Matthew Norman**, Head Infrastructure EMEA, CA-CIB

**Emma Haight-Cheng**, Debt Principal, AMP Capital Infrastructure

**Tom Sumpster**, Managing Director, RBC Global Markets

**Charles Thomazi**, Director, Europe, Middle East and Africa, OTTP

**Juan Angoitia**, Managing Director, Ardian

**Alexander Zinell**, Senior Vice President, Fraport

**Holger Linkweiler**, Managing Director, AVIAliance

**Justin Symonds**, Partner, Hillbrook Partners

**Sam Newman**, Managing Director, Head DCM & Leveraged Finance Europe, Macquarie

**Robert Hardy**, Executive Director, J.P. Morgan Asset Management Infrastructure Investments Group

**Frank Schramm**, Co-CEO, BBGI

**Ben Loomes**, Managing Partner, Co-Head, Infrastructure, 3i

**Mark Woodhams**, Partner, Infrastructure, Infrared Capital Partners

**Amit Rikhy**, President & CEO, Sigma Infrastructure Partners

**Andy Carlisle**, Director, AIRPORT360

**Ian Dixon**, Head of EMEA Infrastructure Group, Fitch Ratings



Gold Sponsors



Endorsed:



International Project Finance Association



08.00-09.00

**DELEGATE REGISTRATION & NETWORKING OVER COFFEE**

09.00-09.05

**MARKETMAKER GROUP WELCOME**

**Paul Haley**, Managing Director, Marketmaker Group & INFIN

09.05-09.10

**CHAIRMAN'S WELCOME AND**

**OPENING COMMENTS**

**Mark Richards**, Partner & Head of Projects & Infrastructure, Berwin Leighton Paisner LLP

09.10-09.30

**KEYNOTE SPEECH**

tba

09.30-10.30

**PANEL DISCUSSION:**

**INFRASTRUCTURE DEVELOPERS/ SPONSORS VIEWS ON THE GREENFIELD PPP/ INFRASTRUCTURE MARKETS**

- Highs and lows of 2015
- Cost of project debt and finance options
- Effects of a falling oil price/ slowing global economy
- Key markets for 2016/17, Project Pipeline
- Juncker Plan – A stimulus for industry?

**Panel Members:**

**Julia Prescott**, Chief Strategy Officer, Meridiam

**Peter Coenen**, Man. Director, HOCHTIEF PPP Solutions

**Mark Westbrook**, Managing Director, Primary Investment, UK, Ireland and Northern Europe, John Laing

**Andy Freeman**, Senior Director, DIF

**Asif Ghafoor**, Managing Director, Amey Ventures

**Carlos Reyero**, Deputy CFO, Globalvia

10.30-11.15

**MORNING COFFEE & NETWORKING**

11.15-12.00

**PANEL DISCUSSION:**

**THE EVOLUTION OF THE INFRASTRUCTURE FUND MANAGER – MEETING INVESTORS' GROWING REQUIREMENTS AND EXPECTATIONS**

- Assessing the environment for fund raising, 2015/16 highlights
- Investors developing needs and preferences – Comingling, Separate Accounts and Direct Investment

- Are interests still aligned between funds and their investors?
- Asset valuations and pricing - 2016 an asset sellers dream?
- Effect of a falling oil price/ market view on interest rates / yields

**Panel Members:**

**Hamish McKenzie**, Head of Infrastructure Europe & Debt, Deutsche Alternative Asset Management (UK)

**Perry Noble**, Infrastructure Partner, Hermes

**Stephen O'Shea**, Director, First State Investments

**Daniel Agostino**, Partner, iCON Infrastructure

**Nick Spencer**, Senior Vice President, Campbell Lutyens

12.00-12.45

**PANEL DISCUSSION:**

**INFRASTRUCTURE ASSET MANAGEMENT: INTEGRATION, REGULATION AND EXTRACTING VALUE FOR INVESTORS**

- Creating a management team who understands the asset
- Market regulations – Predicting the unknown unknowns
- Maximizing and extracting value from your asset
- Understanding your partners/ stakeholders / aligned interests

**Panel Members:**

**Valeria Rosati**, Executive Director, Global Asset Management, Hastings

**Gershon Cohen**, Head of Infrastructure Funds, Aberdeen Asset Management PLC

**John Hanna**, Vice President, BBIP

**Marcus C Balmforth**, Managing Director, InterVISTAS Consulting Ltd

**Vincent Gerritsen**, Partner, Ancala Partners LLP

12.45-13.00

**PROJECTS UPDATE:**

**TRANSPORT FOR LONDON SPOTLIGHT**

**Julian Ware**, Director, Commercial Finance. TfL

**CLICK HERE TO SECURE YOUR PLACE AT THIS YEARS LEADING INFRASTRUCTURE FORUM**

FOR SPEAKER, SPONSOR, DELEGATE ENQUIRIES CONTACT PAUL HALEY, FORUM PRODUCER, TRANSFIN: PHALEY@MARKETMAKER-GROUP.COM OR +44 (0)7833 222751

13.00 -14.00

**LUNCH & NETWORKING**

14.00-14.45

**PANEL DISCUSSION:**

**REFINANCING OF ASSETS – SPONSORS HAVE NEVER HAD IT SO GOOD!**

- 2015/ 16 refinancing milestones and benchmarks
- Structuring your refinancing/ options open to asset owners and project sponsors
- Are debt funds giving banks a run for their money?
- Can current debt pricing levels be sustained?

**Panel Moderator:**

**Ian Dixon**, Head of EMEA Infrastructure Group, Fitch Ratings

**Panel Members:**

**John Mayhew**,  
Managing Director, M&G Investments

**Matthew Norman**,  
Head Infrastructure EMEA, CA-CIB

**Emma Haight-Cheng**,  
Debt Principal, AMP Capital  
Infrastructure

**Tom Sumpster**,  
Managing Director, RBC Global Markets

**Sam Newman**,  
Managing Director, Head DCM &  
Leveraged Finance Europe, Macquarie

14.45-15.30

**SECTOR FOCUS:**

**THE OUTLOOK FOR EUROPEAN AIRPORT INVESTMENT & INVESTOR OPPORTUNITIES**

- 2015 review of passenger growth and outlook for 2016/17
- Asset pricing and justification for recent prices/ earnings multiples
- Falling oil price – Increased health of the leading airlines, asset owners benefit?
- Observations on the UK airports market and govt's policy outlook
- Is there still value in the airports sector for new investors to enter?

**Panel Members:**

**Charles Thomazi**,  
Director, Europe, Middle East & Africa,  
OTPP

**Juan Angoitia**,  
Managing Director, Ardian

**Alexander Zinell**,  
Senior Vice President, Fraport

**Holger Linkweiler**,  
Managing Director, AVIAliance

**Justin Symonds**,  
Partner, Hillbrook Partners

**Andy Carlisle**,  
Director, AIRPORT360

15.30-16.00

**PANEL DISCUSSION:**

**RAIL SECTOR FOCUS: FINANCING ROLLING STOCK AND IDENTIFYING INVESTOR OPPORTUNITIES**

Panel under invite

16.00-16.45

**PANEL DISCUSSION:**

**INFRA M&A ACTIVITY: SECONDARY MARKETS AND OPPORTUNITIES FOR INVESTORS IN THE EUROPEAN INFRASTRUCTURE MARKET**

- Vintage 06/07/08 & Rollovers
- Have the pioneer funds delivered the returns investors expected?
- Where is the value & key offerings now for investors?
- Low-risk, long-dated yielding assets – Has infra delivered on its promise?

**Panel Members:**

**Robert Hardy**,  
Executive Director, J.P. Morgan Asset  
Management Infrastructure Investments  
Group

**Frank Schramm**,  
Co-CEO, BBGI

**Ben Loomes**,  
Managing Partner, Co-Head, Infrastructure,  
3i

**Mark Woodhams**,  
Partner, Infrastructure, Infrared Capital  
Partners

**Amit Rikhy**,  
President & CEO, Sigma Infrastructure  
Partners

16.45

**CHAIRMAN'S CLOSING COMMENTS AND END OF CONFERENCE**

16.45-17.30

**DRINKS RECEPTION & NETWORKING**

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