

PROXIMO

**PROXIMO EUROPE 2020 VIRTUAL:
INFRASTRUCTURE & RENEWABLES FINANCE**

VIRTUAL EVENT

SEPT 30 – OCT 2ND



THANK YOU TO OUR SPONSORS

FOUNDING PARTNER:



SPONSORS:



SUPPORTERS:



IN ASSOCIATION WITH:



GLOBAL LISTED
INFRASTRUCTURE
ORGANISATION



Long-term
Infrastructure
Investors
Association



PROXIMO EUROPE 2020 VIRTUAL: INFRASTRUCTURE & RENEWABLES FINANCE

Proximo's European Infrastructure and Renewables Finance Exchange returns on Wednesday 30th September for three days of networking and debate with Europe's project finance elite.

Proximo's flagship infrastructure and renewables finance event continues to bring a fresh and informative look at regional industry developments.

Current circumstances have not deterred us from presenting you with a virtual offering that comprises all of the lively session formats, effective networking tools (including personal matchmaking service) and of course the topics that get you ahead of the curve before your competitors.

This October we're offering something truly valuable, to make that much needed business development happen - we've set up a personalised business match-making service. As we know most people in the infrastructure and renewable community on a personal level, we feel we're best placed to offer this game-changing addition to your networking experience. Just drop the Proximo team and a message before the event and we'll match you with your most compatible business partners.

Interact with 40+ speakers from across the European market as we debate the impact of COVID on Europe's energy and infrastructure deal volume, government policies, and investor appetite. Plus get involved as our interactive sessions formats return in the virtual space including 'Deal or no deal' and 'Dragon's Den'.

So get ready for round two of Proximo's European Infrastructure and Renewables Finance Exchange for even more LinkedIn swapping, Interactive sessions and real chance to make those crucial deals happen!

VIRTUAL BENEFITS



**Live Q&A
concluding
each session**



**Chat with
delegates alone
or in groups**



**Phone
dial-in option**



**Customise
your visible
background**



**HD voice
& video quality**



**Network across
the European
ecosystem**



**Top governments,
institutional
investors
& developers**



**Pan-European
attendee
list**



**Lively
interactive
session formats**



**Proximo
membership
included**

WHO YOU COULD MEET

Over 450 lenders, institutional investors developers, and advisory joined Proximo for part one of our virtual event in May, attendees included:

DEVELOPERS

Iridium Concesiones de Infraestructuras	European Energy
Meridiam Infrastructure	Northland Power
Transport Infrastructure Investment Company (TIIC)	Engie
Cubico Sustainable Investments	Boralex
Masmovil	Innergex
Mirova	Plenary Group
John Laing	Daewoo Engineering & Construction
Moray East	BAM PPP
EDPR	AAGES
Finerge	X-ELIO
3i Infrastructure	Odfjell SE
Mota-Engil Africa	Acciona
Powertis	Hochtief
Voltalia	EDF Renewables
Equitix	Profinstance OPALE
Teixeira Duarte	Energies Naturelles SAS
Akuo Energy	Highways England
Van Oord	Cintra Infraestructuras
AMP Capital	Ferrovial
Hardt Hyperloop	Galp Energia
DNV GL	FRV
Solar Ventures	Marubeni Corporation
Hochtief Polska	Aldesa
RiverLinx	Elecnor
Tramardent	ACWA Power
	BDO Global
	ABB

FUNDS

La Banque Postale Asset Management
BNP Paribas Asset Management
Macquarie Capital
Cube Infrastructure
Aviva Investors
NNIP
Ardian
MetLife Investments
Sequoia Investment Management
BlackRock
Exus Management Partners
Key Capital Impact
Aberdeen Standard Investments
Basalt Infrastructure Partners LLP
Marguerite
White Summit Capital
Fengate Asset Management
Macquarie
Kreen Ltd

OCTOBER'S SPEAKERS INCLUDE



Juan Angoitia
Senior Managing Director
Ardian



Oliver Bradley
Managing Director,
Digital Infrastructure Investing
Macquarie



Matthew Vickerstaff
Deputy CEO
UK Infrastructure and Projects Authority



Manuel Cary
CEO
Transport Infrastructure Investment Company

EUROPEAN INFRASTRUCTURE AND RENEWABLES FINANCE VIRTUAL EXCHANGE:

30 SEPTEMBER – 02 OCTOBER 2020

Join 500 lenders, developers, funds and infrastructure policy makers from across Europe as Proximo launches part two of its prime virtual offering for Europe's project finance elite.

ALL
TIMINGS
IN UK
BST

DAY ONE - WEDNESDAY 30 SEPTEMBER 2020:

Energy transition and COVID: Government
infrastructure policy and targeting growth areas

9.00am – 9.30am

You've COnVIn-ceD me: has decarbonisation moved up the infrastructure agenda?

- Is a clear recovery plan in place at an EU level? Does the market need one if transactions are continuing as normal?
- At which technologies are funds and developers targeting new capital?
- Is the onus on lenders, capital markets, or developers to spearhead decarbonisation goals?

Keynote speaker:

David Bentley, Partner, Atlas Infrastructure

9.30am – 10.15am

Financing hydrogen as an equity bolt-on to renewables assets: is this an equity play?

- Assessing the EU's hydrogen strategy and importance in achieving a carbon-neutral Europe, post COVID
- Why have developers not yet invested the capex required to get hydrogen off the ground?
- To what extent will the growth of hydrogen financings mirror that of offshore wind in Europe?

Afonso Salema, Founder, LightFossil

Andrew Doyle, Director, Power & Renewables, MUFG

Carlos Alberio, Global Market Segment Leader in Energy, DNV GL

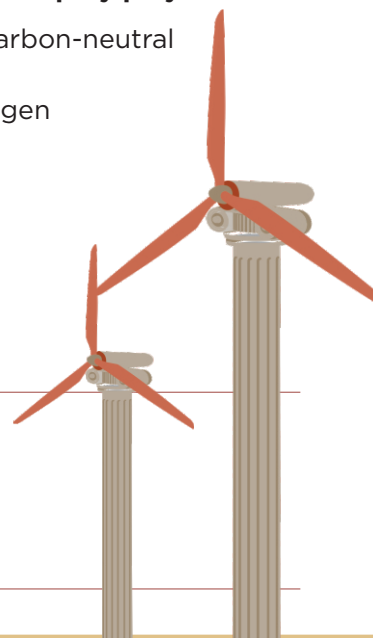
Moderator: Sean Keating, Editor, Proximo

10.15am – 10.45am

Ted-talk keynote: Mobilising smart cities after COVID

Furqan Alamgir, Founder and CEO, Connexin

Tom Maher, Head of Business Development, Whitehelm Capital



Create your own virtual profile - upload photo, LinkedIn and contact info



10.45am – 11.00am

Investor expectation of project supply

- Balancing asset price inflation vs risk adjusted returns, especially in markets like Spain
- How investable will Europe's brownfield renewables assets be in two years' time?
- Is a market correction inevitable in order to ease pressure on returns, and general capital pressure within renewables?
- Is Holdco debt the way forward for optimising leverage and mobilising equity?

Joao Macedo, Country Head, Portugal, Akuo Energy

Moderator: Tom Nelthorpe, Contributing Editor, Proximo

11.00am – 11.30am

**Networking break:
Find your match**

Take advantage of our custom match
matching service - ask Proximo to
schedule meetings with specific
clients or speakers



GET IN TOUCH NOW



11.30am – 12.15pm

Floating Offshore Wind: As costs reduce and technology matures, is more state support necessary before non-recourse finance becomes a reality?

- With favourable terms and liquidity abound, should lenders be more willing to risk than they are?
- Should the UK's upcoming CfD auction include floating offshore? Is this a sign that project finance is moving in the right direction for decarbonisation strategy?
- Will this extra capacity be bankable?

Christiane Kuti, Director, Fitch Ratings

Clement Weber, Director, Green Giraffe

Aaron Smith, Chief Commercial Officer, Principle Power

Christoph Harwood, Director of Strategy and Policy, Simply Blue Energy

Moderator: Sean Keating, Editor, Proximo

12.15pm – 12.45pm

The multiple angles of renewables subsidy regimes: capacity, credit, competitiveness...

- The macro view: stepping out of our shoes and caring for society
- The credit view: is it all upside when subsidies are in, and downside when they are not?
- The pragmatic view: if subsidies go away, what does this mean for investors?

The Team at Scope Ratings: Carlos Terre, Aaron Conrad and Torsten Schellscheidt

12.45pm – 1.15pm

Presentation:

The UK Infrastructure and Projects Authority's Work on Achieving Net Zero 2050 Goals

Keynote speaker: Matthew Vickerstaff, Deputy CEO, UK Infrastructure and Projects Authority

1.15pm – 6.00pm

Closing remarks and ongoing virtual networking

On Demand:
instant replay of the
entire day's content



**ALL
TIMINGS
IN UK
BST**

DAY TWO - THURSDAY 01 OCTOBER

Tracking infrastructure and renewables assets
through the COVID crisis



Request 1:1
meetings
video calls
throughout
the day

Tracking the asset: debating future deal volume, market appetite, and technological change in European infrastructure and energy

9.00am - 9.45am

Taking its toll: Are we seeing a recovery in traffic risk assets?

- Contrasting developer and fund strategies in transport sectors: aviation, toll roads, rail and ports
- Measuring asset performance and delving into recovery plans
- To what extent is the COVID crisis a good opportunity for developers to apply decarbonisation strategy to existing and new transport projects, including charging and storage infrastructure?
- What support is coming from lenders, and are we seeing new injections of equity?

Manuel Cary, CEO, Transport Infrastructure Investment Company

Maryann Nikkah, Director, Infrastructure, MUFG

George Abbatt, Director, Global Infrastructure and Project Finance, Fitch Ratings

Jose Antonio de la Lastra, CFO, ACS-Iridium

Moderator: Sean Keating, Editor, Proximo

9.45am - 10.40am

Shine on you crazy diamond: Maintaining value for money in European solar

- Understanding development risk and construction risk appetite: do equity players need more flexibility?
- Overview of European solar permitting and auctions processes
- How much faith does the market have in the bankability of concentrated solar?
- Do low production costs ensure solar's viability over wind through the COVID crisis?

Andrew Wojtek, Head of Investment Management, Energy and Infrastructure EMEA, Aquila Capital

Pablo Otin, CEO, Powertis

Ezio Ravaccia, CFO, Solar Ventures

Moderator: Sean Keating, Editor, Proximo

10.40am - 11.15am

Networking break:

Find your match

Take advantage of our custom match
matching service - ask Proximo to
schedule meetings with specific
clients or speakers



GET IN TOUCH NOW



11.15am - 12.00pm

Fibre is good for you: managing rollout risk and exploring new debt sources as the asset class continues its PF boom

- Managing rollout risk
- Is more permitting and licensing required in the UK market; or should continental
- Are we seeing growing competition banks and institutional debt competing for deals?
- How will a higher interest rate environment impact financing of fibre?
- What will be the cost of 'fibreising' emerging Europe?
- How has 'derisking' strategy evolved and what is the ramp-up curve for new projects?

Oliver Bradley, Managing Director, Digital Infrastructure Investing, Macquarie

Laurent Chatelin, Partner, Marguerite

Willem Jansonius, Partner, Head of Core Infrastructure, DIF

Ignacio Yllera Alfaro, Global Debt Financing - TMT, Santander

Moderator: Sean Keating, Editor, Proximo

Create your own virtual
profile - upload photo,
LinkedIn and contact info



12.00pm - 12.30pm

Monetising telecom tower expansion in the race to 5G evolution

- Are funds or operators best placed to build, finance and lease new towers? Who do the capital markets favour?
- Will we see operators sell their assets, or expand them themselves to take advantage of cheap debt?
- Should all digital infrastructure be considered 'core'? Has its resilience to COVID demonstrated its financing viability?
- Contrasting different regulatory regimes

Juan Angoitia, Senior Managing Director - Infrastructure, **Ardian**
Michael Scales, Director, Infrastructure, **MUFG**
Moderator: Sean Keating, Editor, **Proximo**

12.30pm - 6.00pm

Closing remarks and ongoing virtual networking

**ALL
TIMINGS
IN UK
BST**

DAY THREE - FRIDAY 02 OCTOBER

Pricing in established and new markets;
and deal-making through COVID

9.00am - 9.45am

Power to the people: are we experiencing long-term price depression in mature merchant markets?

- Are banks pushing back against merchant exposure in the face of low prices?
- Contrasting COVID's impact on PPAs vs the merchant market
- What expectations are there of state support to bolster merchant markets and guarantee contracted offtakes?

Guillaume Leprieur, Director, Power & Renewables, **MUFG**
David Swindin, Head of EMEA, **Cubico Sustainable Investments**
Jose Vaamonde, Director, Project Finance, **LBBW**
Moderator: Dimitri Papefstratiou, Partner, **EY**

Click on other
delegates to
start a chat



Have your say with
our new interactive
game-show format!



9.45am – 10.45am

Deal or no Deal gameshow: structuring a deal in a crisis

- Proximo will present a panel of four lenders with hypothetical transactions, each asset characterised by its different progression through the COVID crisis.
- Have lenders' origination, distribution, structuring and pricing strategies changed in 2020?
- Audience members will get to vote on each deal

Simon Bessant, Director, Texel Finance

Jens Heil, Managing Director, Head of Project Finance, Continental Europe, LBBW

Michael Switt, Head of Power and Infrastructure Debt, Manulife

Moderator: Tom Nelthorpe, Contributing Editor, Proximo

10.45am – 11.15am

Poles apart: Structuring Polish offshore wind financings amid new concessions and legal frameworks

- Is the UK's CfD regime a suitable fit for Polish projects?
- Are Polish coal reserves a unique opportunity for a stable energy transition, or a stumbling block?
- Is transparency an issue for investors?
- Evaluating Zloty liquidity and the need for cross currency swaps

Michael Motylewski, Managing Counsel, Dentons

11.15am – 11.45am

Networking break: Find your match

Get in touch with Proximo
to set you up meetings
with specific clients
or speakers



GET IN TOUCH NOW



11.45am – 12.15pm

Monitoring the infrastructure investor portfolio during COVID: have we settled into the new norm?

- Are 'GDP-driven' assets still to bottom-out? Is traditional infrastructure as bankable as it was 12 months ago?
- Top tips for monitoring contracted asset performance in an unpredictable age
- Is long-term merchant exposure as attractive to investors as it once was?
- Is dry powder still an issue?

Annette Bannister, Head of Infrastructure Investments, MetLife

Augustin Segard, Head of Junior Debt, Schroders

Phillip Hyman, Managing Director, DC Advisory

Moderator: Tom Nelthorpe, Contributing Editor, Proximo

12.15pm – 12.40pm

Closing keynote: Multilateral support in emerging Europe

Keynote speaker: Matthew Jordan-Tank, Director, Sustainable Infrastructure and Policy Preparation, European Bank for Reconstruction and Development

12.40pm – 6.00pm

Closing remarks and ongoing virtual networking

Carry on networking: click on
profile to request 1:1 meetings
and schedule video calls



GET IN TOUCH!

INSTITUTIONAL
INVESTORS AND
DEVELOPERS
ATTEND FOR FREE

CLICK TO
REGISTER

**BANKS, LAW FIRMS,
INSURERS AND OTHER
FINANCIAL INSTITUTIONS:**

1 PASS: €595
2 PASSES: €795
3 PASSES: €999

Contact Nick Davies for other packages.

**DEVELOPERS,
INSTITUTIONAL INVESTORS
AND GOVERNMENTS:**

Please register your
complimentary pass
online

CONTACT US



George Khachadourian

george.khachadourian@proximoinfra.com
for content and speaking enquiries.

Nick Davies

nick.davies@proximoinfra.com
for your bespoke company event package.



Andrew Woodhouse

andrew.woodhouse@proximoinfra.com
for registrations and media.

Gary Coates

gary.coates@proximoinfra.com
for help with the online platform or
logistical enquiries for the Lisbon event.



YOUR PROXIMO MEMBERSHIP STARTS HERE

An event purchase with Proximo also kickstarts your membership journey with us.
As soon as you register to the event you can automatically take advantage of the amazing news, analysis and data features below for a whole year!

Proximo Membership includes:



Global industry news, deep-dive opinion pieces and data breakdowns at [Proximoinfra.com](https://proximoinfra.com)

x2

Twice weekly in-depth reports on industry topics.



Weekly in-depth podcasts with interviews and opinion from industry and our in-house experts.



Ask the Analyst!

If you require additional data or analysis on any of our online materials, we are here to help. Get in touch with one of our industry experts for a bespoke report.



Bespoke benchmarking reports and league table giving you instant overviews by region, sector and more.



Book your place and start your Proximo membership journey today.

More information:

proximoinfra.com/memberships

team@proximoinfra.com