

PROXIMO

PROXIMO EUROPE 2021: INFRASTRUCTURE & RENEWABLES FINANCE

VIRTUAL EVENT

19-20 MAY 2021





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EUROPEAN INFRASTRUCTURE & RENEWABLES FINANCE 2021

A uniquely diverse event gathering professionals at the vanguard of infrastructure & renewables finance from all corners of Europe.

As growth areas continue to shift by sector, geography and regulatory regime, it is of high importance that energy and infrastructure finance professionals maintain an open conversation. Proximo continues to offer this unique pan-regional virtual content and networking platform to continue the progress of this critical infrastructure ecosystem.

Sophisticated networking functions provide the opportunity to one minute speak with the CEO of a Polish offshore wind developer, the next a UK FTTH operator and then a top level infrastructure investor. What's more with interactive sessions and a dedicated speakers' lounge a pass to this event allows full access to all of the forward looking experts scheduled to speak.

EVENT FEATURES



Leading European sponsors & procurement agencies



Designed with firewalls in mind

'Well chosen subjects presented in a lively atmosphere. Debate well facilitated by sharp moderators and interaction with public making use of modern technologies.'

Lydia Schott
Vents de Dunkirque

SOPHISTICATED VIRTUAL NETWORKING



Invite attendees to your personal meeting room



Message, call or video call in HD

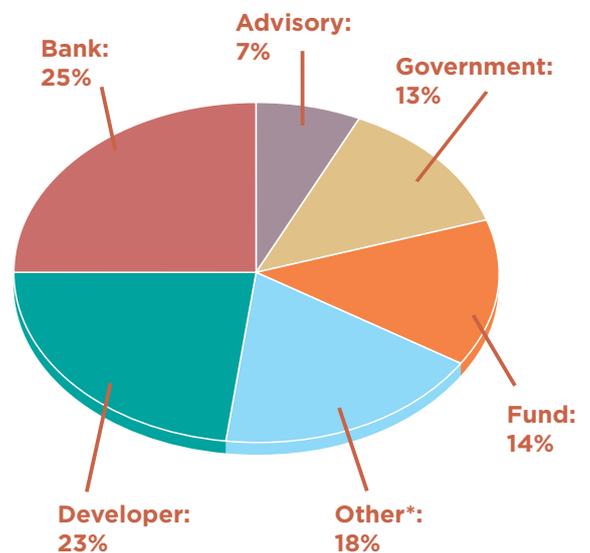


Make new connections with networking roulette



Meet every speaker following each session in the speakers' lounge

TYPICAL ATTENDEE BREAKDOWN



*Other includes Insurers, Law Firms, Rating Agencies, technology providers, NGOs & corporate off-takers.

CONTENT THAT COUNTS IN 2021



Opportunities in fibre



New regions with maturing renewables markets

'Very interesting event, with relevant content that has been made available in an interesting and funny way to is the delight.'

Antonio Cravo
Standard Chartered

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SPEAKERS



Floortje Brouwers
Senior Vice
President -
Infrastructure
GIC



Marion Calcine
Chief Investment
Officer -
Infrastructure
Ardian



Tim Cable
Senior Partner
Vantage
Infrastructure



Annette Bannister
Head of European
Infrastructure
MetLife Investment
Management



**Jose Antonio
de la Lastra**
CFO
Iridium



**Niko
Kalfigkopoulou**
CEO
Fractis
Cybersecurity



Ranjan Moulik
Director & Chief
Consultant, Global
Financial Services
K2



Mike Ryan
UK Commercial
Director
Habitat Energy



Manuel Cary
CEO
TIIC



Jaroslava Korpanec
Managing Director,
Infrastructure
Allianz Capital
Partners



Federico Robaina
Senior Manager
Corporate Finance
National Grid



Aurelien Roelens
Investment
Director and
ESG Coordinator
Cube Infrastructure



Tim Boothman
Director Corporate
Finance
Zenobe Energy



Aveen Ghurburn
Partner
& Investment
Director
Vauban
Infrastructure
Partners



Coralie Durbec
Investment
Manager
InfraVia Capital
Partners



Eelco Holst
VP Corporate
Finance
EdgeConnex



John Mayhew
Head of
Infrastructure
Finance
M&G



Paolo Alessi
Senior Director,
EMEA Head
of Transport
Fitch Ratings



Juan Angoitia
Senior Managing
Director -
Infrastructure
Ardian



Derek Halpenny
Head of Research,
Global Markets EMEA
& International
Securities
MUFG



**David Delgado
Romero**
Partner
& Director CEE
Meridiam



**Athanasios
Babanikas**
Managing Director,
Infrastructure and
Power Project Finance
UniCredit



Jeannine Eder
Head of Project
Finance Energy
LBBW



Stefan Barrow
Director of
Structured
Finance
MUFG



Christiane Kuti
Senior Director,
EMEA Head
of Energy
Fitch Ratings



Ben Guest
Managing
Director
Gresham House
PLC



**Dimitri
Papaefstratiou**
Partner
Ernst & Young



Dr. Tom Parkman
Head of
Research
Proximo



Garret Tynan
Senior Director and
European Head of
Infrastructure and
Project Finance
KBRA



Jean Vercoutter
Director,
Structured
Finance EMEA
MUFG



Youssef Fahd
Head of IPPF
Germany
UniCredit



Dipak Haria
Director,
Infrastructure
Debt
BlackRock



Héctor Muñoz
Head of Energy -
Project &
Acquisition Finance
Santander



Alan Quigley
Director, Project
Finance
LBBW



Charlie Radcliffe
Director
BPL Global

AGENDA

DAY ONE: PUBLIC-PRIVATE | 19 MAY 2021

8.50AM

OPENING REMARKS

9.00AM
UK TIME

PROXIMO GAME-SHOW: WHO WANTS TO BE A PROJECT FINANCIER?

A new format that will test our participants' knowledge on project finance trends. Five questions with four possible answers; only one of them is correct. With a top prize of £500 for charity, how will our special guest fare?

Alan Quigley, Director, Project Finance, **LBBW**

Host: Tom Nelthorpe, Contributing Editor, **Proximo**

9.30AM
UK TIME

ECONOMIST'S KEYNOTE: THE MACROECONOMIC BACKDROP TO EUROPEAN INFRASTRUCTURE INVESTMENT

- Inflation risks & long-term rates as global reflation unfolds
- How Central Banks react will be crucial for asset prices
- The politics of infrastructure spending plans

Derek Halpenny, Head of Research, Global Markets EMEA & International Securities, **MUFG**

10.00AM
UK TIME

EUROPE'S TRANSPORT SECTOR RESILIENCE: HOW WILL RAIL, ROAD, AND AIRPORT ASSETS BOUNCE BACK?

- Which sectors are living up to predicted recovery times and stress-tests?
- How do you distinguish between a temporary contraction in revenues and permanent structural shift to an asset's performance?
- Contrasting government support schemes and their impact on investor sentiment
- NPV concession model and minimum revenue guarantees: could this kickstart European greenfield transport infrastructure?
- Have operational expenditure savings helped asset owners with their capital management? How do OPEX- and CAPEX-savings contrast between airport, road, and rail operators?

Juan Angoitia, Senior Managing Director, Infrastructure, **Ardian**

Manuel Cary, CEO, **TIIC**

Jose Antonio de la Lastra, CFO, **Iridium**

Paolo Alessi, Senior Director, EMEA Head of Transport, **Fitch Ratings**

David Delgado Romero, Partner & Director CEE, **Meridiam**

Moderator: Sean Keating, Editor, **Proximo**

10.45AM
UK TIME

DIGITAL INFRASTRUCTURE AS THE 'FOURTH UTILITY' - CAN THE SUPPLY OF BANKABLE PROJECTS MEET ROCKETING INVESTOR DEMAND?

- How has the makeup of generalist and specialist infra investors changed when it comes to digital infrastructure?
- Are lenders getting more comfortable with regulatory and overbuild risk outside of the UK, France and Germany?
- How diverse must the investor base become (especially in data centres) before it is considered fully mature?

Aurelien Roelens, Investment Director and ESG Coordinator, **Cube Infrastructure**

Aveen Ghurburn, Partner & Investment Director, **Vauban Infrastructure Partners**

Eelco Holst, VP Corporate Finance, **EdgeConnex**

Coralie Durbec, Investment Manager, **InfraVia Capital Partners**

Athanasios Babanikas, Managing Director, Infrastructure and Power Project Finance, **UniCredit**

Moderator: Stefan Barrow, Director of Structured Finance, **MUFG**

11.30AM

STRETCH BREAK

11.40AM
UK TIME

BANKING BATTERY STORAGE: UNDERSTANDING THE REVENUE STREAMS AND DEMONSTRATING THE KNOW-HOW

- How is lender perception of storage technology and operational experience changing?
- Are we seeing more merchant battery projects?
- What qualifies as an adequate 'track record' for sponsors seeking financing in this asset class?
- How does bankability vary with add-on components, such as solar, wind or gas-fired power plants? Should storage be considered as an add-on to energy infrastructure assets by default?

Ben Guest, Managing Director, **Gresham House PLC**

Garret Tynan, Senior Director and European Head of Infrastructure and Project Finance, **KBRA**

Mike Ryan, UK Commercial Director, **Habitat Energy**

Tim Boothman, Director Corporate Finance, **Zenobe Energy**

Moderator: Thomas Hopkins, Reporter, **Proximo**

12.25PM
UK TIME

PRESENTATION: PROXIMO'S DIGITAL INFRASTRUCTURE FINANCE REPORT

Dr Tom Parkman, Head of Research, **Proximo**

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AGENDA

DAY TWO | 20 MAY 2021

To complement this event, CCC Training will run an Introduction to Project Finance training course on 17-18 May.

[CLICK HERE FOR MORE](#)

8.50AM	OPENING REMARKS
9.00AM UK TIME	KEYNOTE PANEL: MAKING THE ENERGY TRANSITION BANKABLE <ul style="list-style-type: none">Tracking LP and GP appetite: how are definitions around ESG evolving?Which 'conventional' core infrastructure assets are in most need of decarbonisation?With COP26 on the way, how likely are we to see material progress towards realising the ambitions of the Paris Agreement? What role will infrastructure investors play? Marion Calcine , Chief Investment Officer - Infrastructure, Ardian Jaroslava Korpanec , Managing Director - Infrastructure, Allianz Capital Partners Tim Cable , Senior Partner, Vantage Infrastructure Moderator: Dimitri Papaefstratiou , Partner, Ernst & Young
9.50AM UK TIME	OFFSHORE ELECTRICITY: NEW FRONTIERS IN GENERATION AND TRANSMISSION <ul style="list-style-type: none">How have lender and investor perceptions of offshore risk evolved?Where, if at all, could floating offshore displace conventional fixed bottom installations?New development and financing strategies for offshore and sub-sea transmission Jeannine Eder , Head of Project Finance Energy, LBBW Christiane Kuti , Senior Director, EMEA Head of Energy, Fitch Ratings Jean Vercoutter , Director, Structured Finance EMEA, MUFG Ranjan Moulik , Director & Chief Consultant, Global Financial Services, K2 Management Moderator: Tom Nelthorpe , Contributing Editor, Proximo
10.35AM UK TIME	PROXIMO GAME SHOW: DEAL OR NO DEAL <p>A new edition of Proximo's deal-making pitch-off, featuring leading project finance lenders. Our host will present three hypothetical transactions for our lenders to consider.</p> Simon Bessant , Director, Texel Finance Youssef Fahd , Head of IPPF Germany, UniCredit Héctor Muñoz , Head of Energy - Project & Acquisition Finance, Santander Moderator: Ian Cogswell , Founder, CCC Training / Senior Advisor, Portland Advisers
11.20AM UK TIME	CASE STUDY: THE VIKING LINK INTERCONNECTOR <ul style="list-style-type: none">The significance of the project for cross-border power flows and decarbonisationThe project's financing approach and the deal's high-pointsTimeline of the financing and lessons learned Federico Robaina , Senior Manager Corporate Finance, National Grid
12.05PM	STRETCH BREAK
12.15PM UK TIME	PRESENTATION: EXPLORING CYBER RISK: WHAT SHOULD INVESTORS BE LOOKING OUT FOR? <p>No asset class is free from cyber risk in 2021. Are investors equipped to deal with breaches, and what role will cybersecurity play in project due diligence going forward?</p> Niko Kalfigkopoulos , CEO, Fractis
12.45PM UK TIME	INFRASTRUCTURE INVESTOR PORTFOLIO MANAGEMENT AND DEBT APPETITE IN 2021 <ul style="list-style-type: none">Are portfolios becoming more diverse?Which assets remain comfortably liquid for investors, and how long will this remain the case?How do LPs and GPs contrast in their infra debt strategies, particularly when it comes to ESG metrics? Dipak Haria , Director, Infrastructure Debt, BlackRock Charlie Radcliffe , Director, BPL Global Floortje Brouwers , Senior Vice President - Infrastructure, GIC Annette Bannister , Head of European Infrastructure, MetLife Investment Management John Mayhew , Head of Infrastructure Finance, M&G Moderator: Tom Nelthorpe , Contributing Editor, Proximo
1.30PM UK TIME	CLOSING REMARKS & NETWORKING

IN ASSOCIATION
WITH



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TRAINING

AN INTRODUCTION TO PROJECT FINANCE 17-18 MAY

Devised with this event in mind, this two day virtually led training course will take somebody with no knowledge of project finance right through to deal structure fundamentals, documentation and more.

- What project finance is and when / why it is used
- The difference between corporate finance and project finance
- Generic risks and those specific to each sector
- Risk analysis and risk mitigation techniques
- Project finance cashflow analysis
- The scope and significance of ESG standards and regulations
- Contractual frameworks
- Key lender requirements and alternative debt structures
- How project finance has been used to finance projects across the core sectors

**Bespoke and team packages are available with this course.
Please contact**

beth.collett@proximoinfra.com

without delay - attendance is strictly capped.

PROJECT FINANCE TRAINING FROM EXPERIENCED PROFESSIONALS



Established by four practising project finance professionals, CCC Training focuses exclusively on project finance training across the Energy, Infrastructure and Sustainable Finance sectors

THE TRAINING TEAM



Audrey Caulliez-Louis
TRAINER & FOUNDER



Ian Cogswell
TRAINER & FOUNDER



Steve Mills
TRAINER & FOUNDER



Calvin Walker
TRAINER & FOUNDER

READ MORE

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HOW TO PARTICIPATE

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- On-demand access to all event content at [Proximoinfra.com](https://proximoinfra.com)
- Twice weekly deep-dive insight reports on the sectors and regions that matter
- Subscription to a **lively weekly industry podcast** with top level industry guests
- Exclusive access to all data on the **Proximo Playbook** industry database
- **Discounted** access to Proximo physical events
- Bespoke **benchmarking reports, pipeline deals and league tables**



APPLY TO ATTEND

'I really like the concept where presentation from panels on stage is combined with digital interaction with the audience.'

Bettina Sandvin
NPR

'A great new event from Proximo with bright networking opportunities.'

Severin Hiller
Rivage Investment

'Very interesting for investors and good to see the renewable energy audience at the event.'

Seungwoo Kang
IRENA



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