

PROXIMO

INFRASTRUCTURE | ENERGY | PROJECTS

EUROPEAN INFRASTRUCTURE &
RENEWABLES FINANCE EXCHANGE

30 & 31 MAY, GRAND ALTIS HOTEL, LISBON

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Overview

 Morning run	 1.5 days 200 attendees	 Networking concierge service
 Game show session formats	 Renewable energy developers	 Governments and procurement authorities

Why should you attend?

200 European industry leaders:

Including public authorities, commercial banks, DFIs, institutional investors, and project sponsors from across European infrastructure and renewables markets will gather at Proximo's inaugural European Exchange

Fully-streamed agenda:

Want to hear more about PPAs, but less keen on PPPs? We know not every session will be relevant to everyone. Duck between our plenary and 'idea lab' streams throughout the day and make sure the day is closely tailored to your interests.

Fun formats with Slido:

Take part in innovative sessions formats where the audience is always involved. Vote live on your mobile with sli.do polls or take to the stage for Deal or No Deal!

Introducing Proximo:

Count yourself as an early adopter of our disruptive new project finance media and data platform. Search Proximo Infra for project finance insight and events fit for the 21st century professional. Think to the minute news, podcasts, videos, data, deep dive analysis and much much more.

Industry leaders



Joao Pedro Matos
Minister of Environment and
energy transition
State of Portugal



Robert Watt
Secretary General
**Department of Public
Expenditure & Reform -
Ireland**



Antongiulio Marin
Deputy Head of Unit, Transport
Investment
European Commission



Gabriele Pasquini
Director, Head of PPP
**Presidency of the Council of
Ministers – Italy**



Nikos Sergis
Manager of PPP Unit
Ministry of Economy – Greece



Jean Bensmail
Head
DG Tresor Fin Infra



Roland Schmidt
Senior Legal Counsel
VIFG



Phillip Hall
Managing Director, Head of
Structured Finance EMEA
MUFG



Yann Dumont
Chief Executive Officer – Wind
and Solar
Forestalia



Marcus Kleiner
Head of Origination – Logistics &
Infrastructure
Hamburg Commercial Bank



Oliver Bradley
Managing Director, Digital
Infrastructure Investing
Macquarie Capital



Javier Huergo
Chief Investment Officer
**Fotowatio Renewable
Ventures**



Christophe Gegout
Senior Investment Director
Meridiam



Olivier Leruste
Head of Project Finance
Akuo Energy



Laurent Chatelin
Managing Director
Marguerite



Andrew Wojtek
Director, Renewables and
Infrastructure
Aquila Capital



Joe Blenkinsopp
Global Head of Market
Development & Distribution –
Political & Credit Risk
AXA XL



Julia Prescott
Chief Strategy Officer, Meridiam;
Commissioner
**UK National Infrastructure
Commission**



Gideon Tilburgs
Managing Director
John Laing



Eilidh MacTaggart
Managing Director, Head of
European Infrastructure and
Project Finance
MetLife Investments



Aurelien Roelens
Investment Director
Cube Infrastructure



Joao Matos
Executive Board Member
dst group



Manuel Cary
Chief Executive Officer
**Transport Infrastructure
Investment Company**




Bettina Sandvin
Department Director
**Norwegian Public Roads
Administration**

Day one


Thursday 30 May 2019

29 May 18:00 - Walking tour from the Altis Grand Hotel to our icebreaker drinks reception at 19:00!

Join your peers on a walking tour of Lisbon en route to a stunning icebreaker drinks venue at 18:30: Terraço Chill-Out Limão, Av. Duque de Loulé 83, 1050-089 Lisboa

08:30	Registration and breakfast	
08:55	Proximo welcome <i>David Samuel, Co-Founder, Proximo</i>	
09:00	Welcome remarks <i>Joao Pedro Matos, Minister of Environment and Energy Transition, State of Portugal</i> 	
09:15	Government keynote interviews <p>European procurement authorities face an almighty challenge in adapting to new political realities, as Europe's infrastructure needs continue to mount. With renewables soaking up the capital of the project finance market in light of depressed PPP pipelines, what alternative tools and strategies are available to governments to meet this challenge and ensure project bankability? Which infrastructure assets are bucking the trend? And how will governments make PPP politically palatable for their constituencies? We explore European government policy through keynote interviews in transport, social infrastructure and renewables</p> <p><i>Joao Pedro Matos, Minister of Environment and Energy Transition, State of Portugal</i> <i>Robert Watt, Secretary General, Department of Public Expenditure & Reform - Ireland</i> <i>Antongiulio Marin, Deputy Head of Unit, Transport Investment, European Commission</i></p> <p>Interviews conducted by: <i>Tom Nelthorpe, Contributing Editor, Proximo</i></p>	
09:45	Keynote panel: Adapting macroeconomics to project finance reality <p>A short macroeconomic overview followed by a conversation between a project finance banker and developer. Which economic factors should you take into consideration when financing an energy or infrastructure project? How do you prioritise them?</p> <p><i>Phillip Hall, Managing Director, Head of Structured Finance EMEA, MUFG</i> <i>Akihiko Sato, General Manager of the Economic Research Office, Corporate Planning Division, MUFG</i> <i>Gideon Tilburgs, Managing Director, John Laing</i> <i>Andreas Marschal, Head of Project Finance, BAM PPP</i></p>	
10:30	Audience Voting Survey - Who is in the room!	
10:45	Refreshment & Networking Break	
	Infrastructure Stream - Panel discussion	Renewable Energy Stream - Idea lab
11:30	Bidding for bankability in 2019: Assessing the financing landscape for infrastructure sponsors <ul style="list-style-type: none"> · Bid mechanics and bid margins - reconciling lender and return expectations · Are government tweaks to procurement methods likely to go the right way? · Understanding the importance of political and credit risk management amid a lack of banking appetite for long-term transactions · Which European infrastructure jurisdictions have underperformed and outperformed expectations? · Is public versus private debt markets about transparency versus pricing? <p><i>Tim Hartwig, Vice President, Project Finance, Hochtief</i> <i>Gideon Tilburgs, Managing Director, John Laing</i> <i>Luis Lainz, Executive Director, Global Structured Debt, Santander</i></p> <p>Moderator: <i>Joe Blenkinsopp, Global Head of Market Development & Distribution - Political and Credit Risk, AXA XL</i></p>	Standardising Corporate Renewable PPAs: a necessary step or an unfeasible pipedream? <p>Contrasting the legislative frameworks from an offtaker's perspective</p> <ul style="list-style-type: none"> · If merchant risk grows in a subsidy-free market, how will developers adapt their existing PPA arrangements? · Creating buyer consortia that satisfies bankability requirements · Who are potential new buyers of European energy output? SMEs? · Is technology a help or hindrance to PPAs' viability? <p><i>Ferran Ruis Porta, Head, Renewable Energy, Vertis Environmental Finance</i> <i>Pablo Otin, Chief Executive Officer and Co-Founder, Powertis</i> <i>Niels Brix, Global Head, Financial Advisory, K2 Management</i> <i>Javier Huergo, Chief Investment Officer, Fotowatio Renewable Ventures</i></p>

12:15	<p>Direct institutional investment - Broadening the asset base</p> <p>What changes are likely in big institutional equity players' appetites for assets, jurisdictions and risk profiles?</p> <ul style="list-style-type: none"> · What expectations do they have about the supply of assets from public and private sources? · Managing relationships between financial and strategic investors. · Do debates over what is "core and core plus" infrastructure matter when arranging debt financing? · What risk factors might trigger a negative ratings outlook for European infra? · Will investors play a greater role in asset recycling and reinvestment in European Infra? <p>Manuel Cary, Chief Executive Officer, Transport Infrastructure Investment Company Kashif Khan, Director, Infrastructure and Project Finance, MetLife Investments Rodolphe Brumm, Executive Director, Direct Equity Infrastructure, UBS Asset Management Moderator: Sean Keating, Editor, Proximo</p>	<p>How will subsidy-free renewables impact project bankability?</p> <p>How much zero subsidy is truly subsidy-free? Can the recent deals we have seen in offshore wind be replicated in other jurisdictions and renewables markets?</p> <p>This idea lab will explore the impact of subsidy-free on bankability, PPAs, and other supply chain risks.</p> <ul style="list-style-type: none"> · Is the UK's experience with offshore wind a safe guide to how subsidy-free arrangements should look? · Squeezing the supply chain: is the pressure on suppliers too much to bear? · Are banks willing to carry additional merchant risk? How much project finance is possible in these new arrangements? · Impact of zero-subsidy on off-taker arrangements <p>Joao Macedo, Country Head, Portugal, Akuo Energy</p>
13:00	<p>Lunch and networking break</p>	
	<p>Idea lab</p>	<p>Panel discussion</p>
14:20	<p>Data centres and digital infrastructure</p> <p>Data centres markets in the US and Europe are expanding. More widely, bank appetite for digital infrastructure is growing. Why?</p> <ul style="list-style-type: none"> · Where is project finance necessary and desirable in digital infrastructure financings? · Is government assistance necessary for digital to take root? · Navigating the key jurisdictional regulatory differences in Europe · Case studies: what were the lessons learned? <p>Marcus Kleiner, Head of Origination – Logistics and Infrastructure, Hamburg Commercial Bank Laurent Chatelin, Managing Director, Marguerite Aurelien Roelens, Investment Director, Cube Infrastructure Joao Matos, Executive Board Member, dst group Moderator: Paul Nicholson, Head of Project Finance Content, Proximo</p>	<p>Keeping it clean: how will developers meet the needs of customers and financiers in 2019?</p> <ul style="list-style-type: none"> · Discovering new strategies to respond to ambitious renewable energy capacity targets · Crafting successful bids to maximise government support and corporate PPA agreements · Governments renewables frameworks: which have impressed, and which have underwhelmed? · Where and when can DFI and ECA support count in developing renewables? · Are we seeing more non-bank institutional lenders? Do we need more greenfield risk transfer? <p>Yann Dumont, Chief Executive Officer, Wind and Solar, Forestalia Joao Pedro Summavielle, Director, Corporate Finance, EDP Renewables Joao Macedo, Country Head, Portugal, Akuo Energy David Swindin, Head of EMEA, Cubico Sustainable Investments Moderator: Tom Nelthorpe, Contributing Editor, Proximo</p>
15:00	<p>PPP: Past, Present, and Future</p> <p>There is a negative narrative around PPP in Europe. But in a long term industry, surely it cannot be as simple as that? We look at past PPPs coming to the end of their concessions. Where are they now? What made them successful? And can the structures of the past be a guide to the future?</p> <p>Alberto Salamanca Ozamiz, Deputy Global Head of Business Development, Acciona Concessions Carlos Terré, Head of Project Finance Ratings, Scope Ratings Michael Feith, Policy Advisor, European Commission</p>	<p>Presentation: Renewables in 2050</p> <p>How much of our energy requirements will be met through renewables in 2050? What role can financial institutions play in achieving the UN's Sustainable Development Goals?</p> <p>Dolf Gielen, Director of the Innovation and Technology Center, IRENA</p>
15:30	<p>Refreshment and networking break</p>	

16:15	<p>Dragons Den: Is my project bankable?</p> <p>Emerging technology sponsors make the case for their technology being project finance-ready to a line-up of industry heavy-weights We explore European government policy through keynote interviews in transport, social infrastructure and renewables</p> <p>Technologies to include:</p> <ul style="list-style-type: none"> · EV charging infrastructure · Fibre networks · Tidal power · Floating offshore wind · Battery storage <p>If it isn't ready for project finance, what are the alternatives?</p> <p>Moderator: <i>Paul Nicholson, Head of Project Finance Content, Proximo</i></p> <p>Presenters: <i>Christophe Gegout, Senior Investment Director, Meridiam</i> <i>Oliver Bradley, Managing Director, Digital Infrastructure Investing, Macquarie Capital</i> <i>Aaron Smith, Vice President, Strategy & Commercial, Principle Power</i></p> <p>Dragons: <i>Steffen Leiwesmeier, Head of Digital Infrastructure Financing, Hamburg Commercial Bank</i> <i>Clement Weber, Director, Green Giraffe</i></p>
16:50	<p>Quick-fire round-up – The Jerry Springer Exchange! Taking on the big project finance questions</p> <p>Eight experienced players take questions from the moderator and audience. Answers limited to one minute, and panelists should speak their minds; audience, be ready for questions.</p> <ol style="list-style-type: none"> 1. Are the days of PPP numbered? 2. What potential macroeconomic shock is most damaging? 3. What explains the rash of bankruptcies among European contractors and sponsors? 4. Will government and multilateral lenders reduce their exposure to private European energy and infrastructure assets? 5. Do technological developments have potential to radically change the way infrastructure financings are originated and distributed? 6. Does new nuclear still have a chance in Europe? 7. Do existing financial products that mitigate against construction risk need more development? 8. Is the prospect of subsidy-free renewables overall positive for lenders? 9. Which balance sheets have the greatest potential to squash non-recourse lenders' ambitions - government or corporate? 10. Which financing in infrastructure or renewables from the last 12 months will have the greatest influence over the way the market involves <p><i>Amaia del Villar, Principal, White Summit Capital</i> <i>Miguel Leal de Faria, Financial Advisor, UTAP - Ministry of Finance - Portugal</i> <i>Lydia Schot, President, Vents de Dunkirque</i></p> <p>Co-moderator: <i>Tom Nelthorpe, Contributing Editor, Proximo</i> Co-moderator: <i>Sean Keating, Editor, Proximo</i></p> 
17:30	<p>End of day one</p> <p>EMEA Deals of the Year Awards</p> <p>Proximo's esteemed editorial team will be recognising three deals from 2018 for their complexity, size, and overall market significance. The sponsors from each deal will collect their awards. Who will triumph? Make sure you are there to find out!</p> <p>Presented by: <i>Sean Keating, Editor, Proximo</i></p>
17:45	<p>Rooftop drinks reception</p>

Day two

Friday 31 May 2019



07:30	Morning run Join our CEO Dan Sheriff for a gentle half hour jog through historic Lisbon for a refreshing start to day 2. Meet and end at the hotel reception.	
08:30	Breakfast data briefing Get to grips with Proximo's data offering with the people who know it inside out. Put your questions to them and discover the powerful insights it could unlock for your business. <i>Dominik Kloiber, Director, Proximo</i>	
09:15	Welcome back and day one recap <i>George Khachadourian, Senior Content Manager, Proximo</i>	Renewable Energy Stream - Idea labs
	Infrastructure Stream - Panel discussion The Soap Box: Contrasting European government policies Each speaker outlines their national infrastructure initiatives and project expectations for 2019, with expert moderators firing follow up questions on national policies. Areas to be discussed include: <ul style="list-style-type: none"> · What PPP and renewables initiatives are in the works? · Blending facilities: the boost that the PPP pipeline needs? · Debt pricing and tenor expectations from the government side · Regulatory hurdles for procurement agencies to overcome <i>Nikos Sergis, Manager of PPP Unit, Ministry of Economy - Greece</i> <i>Martin Polonyi, Director, Financial Instruments Unit, Ministry of Finance, Slovak Republic</i> <i>Jean Bensaid, Head and Project Director, DG Tresor FinInfra, Ministry of Economy - France</i> <i>Kerry Alexander, Investment Programmes Director, Scottish Futures Trust</i> <i>Gerard Cahillane, Deputy Director, National Treasury Management Agency - Ireland</i> <i>Roland Schmidt, Senior Legal Counsel, VIFG</i> <i>Bettina Sandvin, Department Director, Norwegian Public Roads Administration</i> Moderator: Tom Nelthorpe, Contributing Editor, Proximo	Talking shop: Borrowers, banks and basis points A closed session solely for renewable borrowers and investors to discuss candidly their experiences and issues with the various funding sources available – ECAs, banks, DFIs and institutional lenders – for greenfield renewables projects. Although Chatham House rules apply, unattributed points raised will later be circulated to lenders for a response post the event, and the responses used for an article in Proximo which will be forwarded to participants on publication. Moderator: Sean Keating
10:15	Refreshment & Networking Break	
10:45	Game show: Deal or No Deal? A fun and interactive way to look at pricing and deal making. We present a panel of industry experts with a rapid-fire series of hypothetical deals questions. Their task is to decide: 1) Whether they would do the deal 2) How they would price the deal 3) Whether they would distribute the deal <i>Pedro Capote Martin, Senior Director, Project Finance, Nord/LB</i> <i>Robert Bartlett, Managing Director, Head of Infrastructure, MUFG</i> <i>Javier Jimenez Labrado, Director, Acquisition and Project Finance, Santander</i> Moderator: Sean Keating, Editor, Proximo	

11:20	<p>Project bonds in Europe: is it time for a market correction in infrastructure debt?</p> <ul style="list-style-type: none"> Private vs public bond credit spreads: navigating a negative illiquidity premium in 2019 Opportunities for further risk mitigation product development What refinancing volumes will we see in the bond market in 2019? Is securitisation – of project portfolios and bank portfolios – playing a more critical role in freeing up capital? Marrying mezzanine debt to senior bonds Will we see green project bonds? <p><i>Dipak Haria, Director, Infrastructure Debt, BlackRock</i></p> <p><i>Kees-Jan van de Kamp, Senior Portfolio Manager, Project Finance, NNIP</i></p> <p><i>Severin Hiller, Co-Head of Infrastructure Debt, Rivage Investments</i></p> <p><i>Moderator: Tom Nelthorpe, Contributing Editor, Proximo</i></p>
11:50	<p>Breakout roundtables</p> <p>Europe recorded €54.1bn in project loans for 177 projects in 2018. What new project deals will we see in specific countries 2019? Each table has a single host, who will lead the debate, before presenting to their case to the room at the conclusion of the session. Each table has a focus on bankability and project supply.</p> <p>UK – Post-Brexit how will the largest project finance market in Europe move forward with its £600bn national infra plan without EIB or EFSI funds in future? Financing for Heathrow expansion and HS2. New opportunities in offshore wind and renewables. What new procurement models will emerge now PFI is defunct?</p> <p><i>Host: Kerry Alexander, Investment Programmes Director, Scottish Futures Trust</i></p> <p>France – How much of Macron's €30bn infrastructure plan will be delivered? What's included in the new €13.4bn transport plan covering the period to 2022? What are the PPP opportunities?</p> <p><i>Host: Jean Bensaid, Head and Project Director, DG Tresor FinInfra, Ministry of Economy - France</i></p> <p>Germany – The €270bn 2030 Federal Transport Infrastructure Plan to upgrade roads, rail and waterways in Germany includes €88bn in new projects, as well as a move to increased user charging; how will the projects unfold and with what opportunities for project finance?</p> <p><i>Host: Roland Schmidt, Senior Legal Counsel, VIFG</i></p> <p>Portugal – Will the USD3bn in project loans in 2018 be surpassed in 2019? Water infrastructure modernisation, irrigation, roads, and renewables including hydro are in the pipeline.</p> <p><i>Host: Miguel Leal de Faria, Financial Advisor, UTAP - Ministry of Finance - Portugal</i></p> <p>Greece – Post bail-out Greece has a pipeline of €18bn of planned projects to 2030, including road, rail, renewables, power, LNG and waste; as well as EBRD funding for regional airports. Private investment is expected at 10-15%.</p> <p><i>Host: Nikos Sergis, Manager of PPP Unit, Ministry of Economy - Greece</i></p> <p>Nordics – Sweden led with USD1.2bn of project loans in 2018 with Denmark, Finland and Norway with around 500m each; project pipelines include roads and renewables for 2019.</p> <p><i>Host: Bettina Sandvin, Department Director, Norwegian Public Roads Administration</i></p>
12:45	Closing Remarks by Chairperson
13:00	Lunch, extended networking.
	Close of conference

Click below to register your interest for next year's European event or contact one of us below directly.

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Get in touch



David Samuel

To discuss opportunities for sponsorship please contact:

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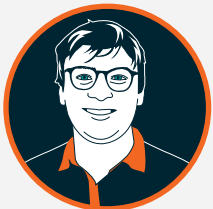


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