

PROXIMO

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

VIRTUAL EVENT

SEPT 30 – OCT 2ND



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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.

We're back for part two of this epic virtual event, only this time we've been busy building our own virtual platform which put's our community first. Most virtual event providers do not deal with strict firewalls and IT requirements most of our clients need to have a seamless virtual experience. We wanted you to have the best virtual experience with the greatest value, the highest quality networking and more importantly make that much needed industry origination and business development happen, that's been in short supply of late.

That's why over the past summer months we've been busy curating an all-signing, all-dancing **bespoke virtual event platform with our** customers in mind, a one-stop shop for networking, presentations, panel discussions, interactive workshops, useful materials and more.

This October we're offering something truly valuable, to make that much needed business development happen - we've set up a personalised business match-matching 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!



The event will be hosted on Proximo's bespoke platform: a one-stop shop for networking and content



**2x events
2x the content**



**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

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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.



The event will be hosted on Proximo's bespoke platform: a one-stop shop for networking and content

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?

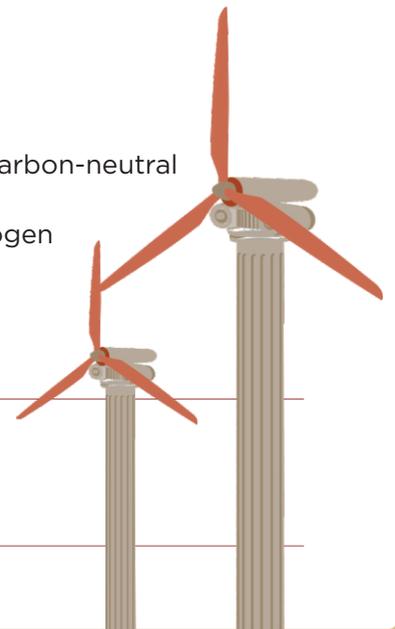
9.30am – 10.15am

Financing hydrogen using 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 of the ground?
- To what extent will the growth of hydrogen financings mirror that of offshore wind in Europe?

10.15am – 10.30am

Ted-talk keynote: Mobilising smart cities after COVID



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



10.30am - 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?

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?

12.15pm - 12.45pm

Confronting a crisis in capacity: are reformed subsidy regimes and permitting laws needed to maintain capacity and stabilise the renewables supply chain?

- Where and how can new subsidies best be targeted by state support mechanisms?
- Storage, hydrogen, carbon capture: is more EU and local government support required to make these bankable?
- How will COVID impact the awarding process? Should power capacity be better rationed across developers than currently?

12.45pm - 1.15pm

Update from the UK's Infrastructure and Projects Authority

1.15pm - 6.00pm

Closing remarks and ongoing virtual networking

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



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?
-

9.45am - 10.30am

Shine on your 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?
-

10.30am - 10.45am

Keynote: Summarising digital infrastructure's successes and challenges

10.45am - 11.15am

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11.15am - 11.45am

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 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?
-

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11.45am - 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

12.30pm - 1.15pm

Evaluating Europe's expanding data centre market amid new players and high valuations: is this market ready for core infrastructure investment?

- Are we seeing crossover impact from COVID-hit commercial real estate assets upon leasing contracts?
- Is project finance ultimately the best place for data centre financings?
- Will energy transition goals encourage wider investor appetite in data centres?

1.15pm - 6.00pm

Closing remarks and ongoing virtual networking



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?

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

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

11.15am - 11.45am

**Networking break:
Find your match**

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to set you up meetings
with specific clients
or speakers



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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?

12.15pm - 12.40pm

Closing keynote: Multilateral support in emerging Europe

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

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Please contact
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