

4th Annual PPP in CEE and SEE Conference

Bringing the public and private sector together

Main Conference Program

16th - 17th October 2008, Budapest, Le Meridien

15th October 2008 Pre-Conference Workshop

YOUR PRESTIGIOUS SPEAKER PANEL

PUBLIC SECTOR REPRESENTATIVES:

- Leonidas Korres, Ministry of Economy and Finance**
Special Secretary, Special Secretariat for PPP, Greece
- Francois Bergere, Ministry of Economy, Finance and Industry**, Secretary General of the PPP Taskforce, France
- Oksana Gryshkevych, Ministry of Economy**
Head of 2012 project, Ukraine
- Ayhan Sarisu, Prime Ministry Privatization Administration**
Project Group Head, Founding Vice President of International PPP Platform, Turkey
- Peter Brozek, Ministry of Transport, Posts and Telecommunications**, General Director, Head of PPP Section, Slovakia
- Izet Bajrambasic, Ministry of Communications and Transport**, Assistant Minister, Bosnia and Herzegovina
- Kamilo Vrana, Trade and Investment Promotion Agency**
Director of Public Private Partnership Division, Croatia
- Gabriele Pasquini, Italian PPP Taskforce**
Presidency of the Council of Ministers, Italy
- Livia Stan, Ministry of Economy and Finance**
Counselor, PPP Central Unit, Romania
- Katerina Helikarova, Ministry of Finance**
Head of the PPP Regulation and Methodology Group
Czech Republic
- Rui Sousa Monteiro, Parpública SA**
Senior Economist in PPP Unit, Portugal
- Sandy Rosie, Scottish Executive's Private Finance Unit, Scotland**, Head
- Shkelqim Kerluku, National Agency of Concession and PPP Projects, Albania**, Chairman of the Agency
- Grzegorz Lang, Ministry of Economy, Poland**
Deputy Director in the Department of Economic Regulations

SENIOR PPP EXPERTS

- Alain Poliakoff, EGIS Projects**
Business Development Director, France
- Arne Speer, Bilfinger Berger**
Regional Director East, Germany
- Paolo Munini, European Investment Bank**
Head of Division for Lending Operations in Austria and Hungary, Luxembourg
- Marcel Babczynski, Erste Corporate Finance**
Director, Czech Republic
- Talis Straume, Latvian Road Administration**
Chairman of the Board, Latvia
- Jonathan Scheele, European Commission DG TRE**
Director for TEN-T, Belgium
- Irma Chmelova, Slovak PPP Association**
Executive Director, Slovakia
- Peter Snelson, Atkins, Director, PPP Consultancy Project**, Development, UK
- Karl-Maria Pfeffer, Porr**
Global Head of Corporate, Structured & Project Finance, Austria
- Erik Naafs, DIF PPP**
Director, Netherlands
- Thomas Höfner, Strabag, Austria**
Infrastructure Development
- AKA**
Chief Financial Officer
- Andreea Ionescu, Ţuca Zbârcea & Asociații, Romania**
Partner
- Sébastien Clerc, Natixis**, Head of Financial Engineering & Projects & Project Finance, France
- Trevor Butcher, CMS Cameron McKenna**, Partner, UK

WHO SHOULD ATTEND?

Governmental representatives, Municipality representatives
Contractors, Banks, Investors, Financial Advisers, Lawyers
Construction companies, Consultants, etc

Silver sponsor:

 DIF PPP



Bronze sponsor:

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FIND YOUR REASONS TO ATTEND

International experience shows that co-operation between the public and private sectors, in form of Public-Private Partnership can be a highly effective means of public infrastructure financing, and a powerful incentive for improving the efficiency of public services.

In the region of CEE and SEE we can clearly identify a need for better sharing of knowledge and experience between different parts of the public sector and between countries to ensure efficiency in the development of PPP approaches and processes, and consistency in procurement.

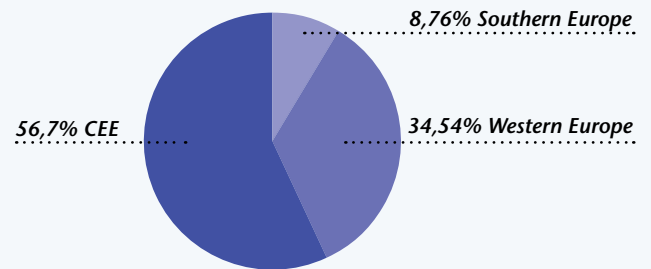
Join us at our 4th Annual PPP in CEE and SEE Conference and enjoy this high profile networking opportunity. Meet governmental and municipal representatives and hear how words are being replaced by action. Get updated on the latest developments in the region and share your experience with ongoing PPP projects.



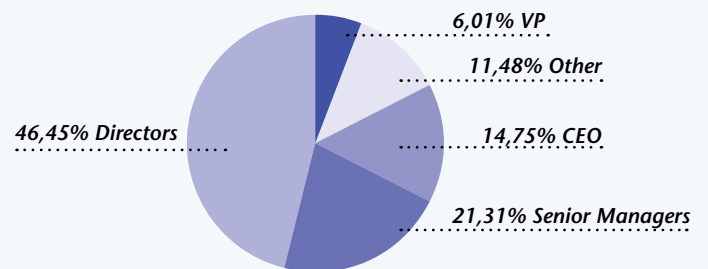
KEY FEATURES

- ▶ **2-day plenary session**
- ▶ **Pre-conference workshop**
- ▶ **Country focused interactive panel discussions**
- ▶ **Selected Municipal and Governmental Projects from the CEE and SEE Region**
- ▶ **2 streams**
- ▶ **Selected Sectors: Transport, Energy, Waste Water Management, Health Care, Sports and Leisure, Prisons, etc.**

Delegates Breakdown by Regions



Delegates Breakdown by Job Titles





Pre-Conference Workshop, October 15th 2008

10.00 Registration and Coffee

10.25 Welcome Note from JFG

10.30 Workshop 1: Public Sector Comparator in Practice

- Is PPP an optimal way of financing for your project?
- Preparing a feasibility study
- How to define value for money in a PPP project
- Practical examples from real life projects
- PSC Exercises

Peter Snelson, Atkins, UK

Director, PPP Consultancy Project Development

11.30 Morning Coffee and Networking

12.00 Workshop 2: Planning and Procuring PPP Using Competitive Dialogue

- Preparing a project for procurement
- How to lead a competitive dialogue
- Ensuring transparency in tendering process
- Selecting the concessionaire

Workshop leader to be confirmed

13.00 Networking Luncheon

14.00 Workshop 3: Effective Risk Management in PPPs

- Analysing and allocating PPP related risk
- What are the risks linked to PPPs – public and private sector perspective
- Risk models and defining the bankability of a project

Workshop leader to be confirmed

15.00 Farewell Coffee and Networking

TESTIMONIALS

“I have to say I really enjoyed the event, the reports were really good and proved very useful in my current work routine.”

Juris Taurins, Latvian State Roads
Head of PPP Projects Department

“The whole event, venue as well as the staff were extremely pleasant, plus the case studies presented on the last day were very useful.”

Muge Tuna, Garanti Securities Turkey
Executive Vice President

“I want to express my satisfaction about the high level organization and the content of the PPP in CEE and SEE conference held in Vienna. It was a really great opportunity to exchange experiences with various and experienced professionals in the PPP field.”

Jean-Yves Gacon, MAPPP, France
Director of Projects



DAY 1, October 16th 2008

8.20 Registration and Coffee

8.50 Welcome Note from JFG

9.00 Key Note: Update on the PPP in CEE/SEE Countries

Peter Snelson, Atkins

Director, PPP Consultancy Project Development, UK

9.30 Tracking the Legal Landscape in the Region

- What are the latest developments?
- What remains to be done?
- Which countries have a PPP friendly legislation – examples of the most advanced countries in the region
- Identifying the problem areas – what are the treatments?
- Q&A

Trevor Butcher, CMS Cameron McKenna

Partner, UK

10.00 Financial Investors in Infrastructure Projects

- Characteristics infrastructure investment funds
- Project structure and shareholder roles
- Added value financial equity investor
- Alternative procurement model for small DBFM projects

Erik Naafs, DIF PPP

Director, Netherlands

10.30 Networking Coffee

11.00 The Experience of EIB Financing PPPs in the CEE and SEE Region

- Brief review of some practical cases;
- The possibility to combine EIB financing with EU grants
- Prospects for sector's developments and the role of IFIs
- Q&A

Paolo Munini, European Investment Bank

Head of Division for Lending Operations in Austria

11.30 Interactive Governmental Panel: Key Success Factors in Endorsing PPPs:

- Learning from the best: Interactive Governmental Panel with Representatives from top players on the PPP market from Western Europe and CEE, including France, Greece, Italy, Portugal and Hungary:
- How to ensure efficiency in drafting projects
- Minimizing the risks in order to lure private investors
- Communicating demonstrable, strong, clear long-term political will to support PPPs
- Creating transparency in tenders

Attended by:

Leonidas Korres, Ministry of Economy and Finance Special Secretary

Special Secretariat for PPP, Greece

Francois Bergere, Ministry of Economy, Finance and Industry

Secretary General of the PPP Taskforce, France

Gabriele Pasquini, Italian PPP Taskforce

Presidency of the Council of Ministers, Italy

Rui Sousa Monteiro, Parpública SA

Senior Economist in PPP Unit, Portugal

Sandy Rosie, Scottish Executive's Private Finance Unit

Head, Scotland

13.00 Networking Lunch Buffet

14.00 Panel Discussion: V4 - Hungary and Poland, Czech and Slovak Republics

- Identifying the ultimate success factors in the region and comparing the individual developments
- Obstacles to be overcome
- Overview of the most remarkable projects in the pipeline

Attended by:

Arne Speer, Bilfinger Berger

Regional Director East, Germany

Grzegorz Lang, Ministry of Economy

Deputy Director in the Department of Economic Regulations, Poland

Irma Chmelova, Slovak PPP Association

Executive Director, Slovakia

Peter Brozek, Ministry of Transport

Posts and Telecommunications, General Director, Head of PPP Section, Slovakia

Katerina Helikarova,

Ministry of Finance

Head of the PPP Regulation and Methodology Group, Czech Republic

15.30 The Way Forward for Greek PPP and Infrastructures through the Credit Crunch

Sébastien Clerc, Natixis

Head of Financial Engineering & Projects & Project Finance, France

16.00 Afternoon Coffee and Networking

16.30 PPPs in SEE: Insights from Romania, Croatia, Bosnia & Herzegovina, Albania

- What are the market dynamics of the region
- Identifying the ultimate success factors and comparing the individual developments
- Risk classification of the region
- Overview of the most remarkable projects in the pipeline

Attended by:

Livia Stan, Ministry of Economy and Finance

Counselor, PPP Central Unit, Romania

Alain Poliakoff, EGIS Projects

Business Development Director, France

Izet Bajrambasic, Ministry of Communications and Transport, Assistant Minister, Bosnia and Herzegovina

Kamilo Vrana, Trade and Investment Promotion

Agency, Director of Public Private Partnership Division, Croatia

Shkelqim Kerluku, National Agency of Concession

and PPP Projects, Chairman of the Agency, Albania

18.00 End of the day followed by

Networking Cocktail Reception and Dinner



DAY 2, October 17th 2008

8.30 Registration and Coffee

9.00 Opening Remarks from Chair

STREAM 1

Road and Projects / Ports / Airports

9.10 TEN-T Project – Combining EU Funds and PPP in Practice

- Leveraging the hybrid financing of PPP projects in CEE
- Potential obstacles to hybrid financing and how to overcome them
- Selected practical examples of hybrid financing

Jonathan Scheele, European Commission DG TREN
Director for TEN-T, Belgium

9.40 CEE & SEE Transport Infrastructure on the Move

- Hungarian PPP activities
- Romania & Bulgaria
- Western Balkans

Karl-Maria Pfeffer, Porr

Global Head of Corporate, Structured & Project Finance,
Austria

10.20 Experience from three PPP Tenders in Hungary - Leading the Consortium

- Overview of Hungarian road PPP Projects
- Preparations for the pre-tender phase
- Bidding process – do's and don'ts

Arne Speer, Bilfinger Berger

Regional Director East, Germany

10.50 Morning Coffee and Networking

11.20 Toll Roads in Slovak and Czech Republics (D3, D1, R1)

- Steps towards realization of the road PPPs
- Assessment of budgetary risks
- Packages of first PPP road projects
- Pitfalls to be avoided

11.50 Greek Road Project – What Lies behind the Greek Success

- PPP favourable Greece
- Greece 2010- priority transport axes – 7 motorway projects
- Maliakos – Klidi motorway PPP

12.20 Polish Toll Motorway Concessions

- New impulses for Polish PPPs
- Polish A1 and A2 projects
- Existing concessions and further extensions

Alain Poliakoff, EGIS Projects

Business Development Director, France

12.50 Luncheon

14.10 Romania: Bucharest Brasov Motorway

- Romania yesterday and today
- Road infrastructure - country's main priority
- Experience of an international advisor from the pre-tender phase

14.40 St. Petersburg's PPP Projects

- St. Petersburg – Moscow Highway
- WHSD and Orlovski Tunnel
- Nadex

15.10 Latvian Road PPPs

- PPP policy and legal framework in Latvia
- Road projects in pipeline

Talis Straume, Latvian Road Administration

Chairman of the Board, Latvia

15.40 Farewell Coffee

STREAM 2

Energy / Health Care / Waste Water Management / Sports & Leisure/Prisons

9.10 In Focus: Turkish PPP Initiatives

- Identifying a huge need for investment in energy, health and transportation
- Is PPP a solution for Turkey? – What are the challenges to be tackled?
- Overview of the most remarkable projects in the pipeline

Ayhan Sarisu, Prime Ministry Privatization

Administration, Project Group Head, Founding Vice President of International PPP Platform, Turkey

9.10 Turkey: Health care projects

- Current priorities: New legislation to introduction of new regulatory body in charge of PPPs in health services
- Basic components of Turkish healthcare projects
- Tenders in health sector are planned to be announced starting from 2008/09

10.20 Greece: Healthcare Projects

- Requirements and plans for private sector involvement
- Thessaloniki Paediatric Hospital
- Thessaloniki Oncological Hospital

10.50 Morning Coffee and Networking

11.20 Polish Non-Transport PPP Projects

- Poland EURO 2012: how to transform dream into reality?
- Poland needs to go ahead at full speed with preparations for the EURO 2012
- Outline of the prepared project – will there be enough time?

11.50 EURO 2012 – Looking back and future prospective in Ukraine

- Current situation with EURO 2012 preparations in Ukraine
- What has been achieved and where are we heading to?
- Region related risk and time pressure

Oksana Gryshkevych, Ministry of Economy

Head of 2012 project, Ukraine

12.20 Municipal Projects in the Czech Republic

- Municipal PPP - Congress Center in Zlin
- Our experience from the current project – operating a congress centre via PPP
- Why PPP?

Marcel Babczynski, Erste Corporate Finance

Director, Czech Republic

12.50 Luncheon

14.10 Selected Prisons/Justice Court Project

- Prison projects in CEE and SEE
- Rising tendency for such kind of projects
- Why should private company invest into this?

14.40 European Water PPP Projects

- Examples from Western Europe – UK, Ireland, Netherlands
- What can be learned from Western Europe?
- How can the experience be implemented in CEE/SEE
- Case Study

15.10 Belgrade water and wastewater PPP

- Basic facts on the project
- What are the difficulties and is there a way to overcome them?
- How to proceed in the procurement phase?

15.40 Farewell Coffee



Meet Our Prestigious Speaker Panel

Leonidas Korres, Ministry of Economy and Finance Special Secretary, Special Secretariat for PPP, Greece

Mr. Leonidas Korres is the Special Secretary for Public Private Partnerships (PPPs) in the Ministry of Economy and Finance of the Hellenic Republic, a position he holds since October 2005. The Special Secretariat identifies potential projects, supports public sector authorities in structuring PPPs, and monitors the implementation and the impact to the State budget. From April 2004 he served as Financial Advisor to the Minister of Economy and Finance, responsible for the preparation of the new legal framework that effectively created the PPP market in Greece. He was also entrusted with responsibility of monitoring the State's financial commitment to the Olympic Games budget and served as liquidator of the Organizational Committee for the Olympic Games Athens 2004 S.A.

Prior to his appointment as advisor to the Minister, he worked in the financial advisory sector, where he was involved in a number of projects in the fields of mergers and acquisitions, company valuations, financial restructuring and project finance. Mr. Korres is currently member of the board of directors of Hellenic Olympic Properties S.A., the company responsible for the exploitation of the Olympic venues and member of the board of directors of Tourism Development Corporation, the company responsible for the exploitation of state owned tourism properties.

Francois Bergere, Ministry of Economy, Finance and Industry, Secretary General of the PPP Taskforce, France

Oksana Gryshkevych, Ministry of Economy Head of 2012 project, Ukraine

Ayhan Sarisu, Prime Ministry Privatization

Administration, Project Group Head,
Founding Vice President of International PPP Platform, Turkey

Peter Brozek, Ministry of Transport, Posts and Telecommunications, General Director, Head of PPP Section, Slovakia

Izet Bajrambasic, Ministry of Communications and Transport, Assistant Minister, Bosnia and Herzegovina

Kamilo Vrana, Trade and Investment Promotion Agency, Director of Public Private Partnership Division, Croatia

Mr. Kamilo Vrana was born 1955. in Vareš, Bosnia and Herzegovina, had finished Electrotechnical Faculty in Sarajevo University and since 1980. lives in Zagreb, Croatia. His professional carrier comprises a rich international experiences and a wide range of activities such as project management, private entrepreneurship, international trade and work in a state administration, including posts of the assistant minister for trade in the Ministry of Economy, Consul General in Istanbul, Turkey and head of the Department for the Bilateral Economic Co-operation in the Ministry of Foreign Affairs of the Republic of Croatia. At present, Mr. Kamilo Vrana is the head of the PPP Division in the Trade and Investment Promotion Agency (TIPA). This challenging post includes active participation in shaping a new national legislation as well as institutional frame for PPP and public procurement related issues, in order to outline and implement the best practice.

Gabriele Pasquini, Italian PPP Taskforce, Presidency of the Council of Ministers, Italy

Mr. Gabriele Pasquini is a member of Italian PPP Task Force. Executive manager of Presidency of the Council of Ministers. Prior to joining the PPP Task Force in June 2000, he was regulatory advisor to Ministry of Public Works and to Ministry of Treasury. In particular, he spent many years analysing the reform of public works regulatory framework. As far his experience in the private sector, he has been advisor to institutions and bodies operating in the field of support to disadvantaged areas with the aim of involving private investors. He holds a PhD in organization and activity of public administration from University of Rome "La Sapienza". Lecturer in Politecnico di Milan of "European Law".

Livia Stan, Ministry of Economy and Finance, Counselor, PPP Central Unit, Romania

Livia Stan started her professional career as a legal adviser for the Romanian Ministry of Transport, Constructions and Tourism. Later on she became an integration adviser in the Ministry of European Integration adviser for the Ministry of European Integration. In October 2005 she switched to her current position of the principal counsellor in the PPP Central Unit of the Ministry of Economy and Finance.

Katerina Helikarova, Ministry of Finance, Head of the PPP Regulation and Methodology Group, Czech Republic

Rui Sousa Monteiro, Párpública SA, Senior Economist in PPP Unit, Portugal

Rui Sousa Monteiro, a senior economist at Párpública SA (a government firm in charge of asset management on behalf of the government, and also involved in technical advice to the Portuguese Treasury), is both a researcher and practitioner in public-private partnerships (PPPs). He joined Párpública SA in 2000 as advisor to the Treasury Secretary, having intervened in the design of several major rail, tram, highway and health PPP contracts and public tenders. He served on several committees responsible for the appraisal of specific proposals for PPPs. He is currently serving on the Tender Boards for five PPP-hospital contracts (three of them including the provision of clinical services) being tendered, and on the steering committee for the high-speed rail project. As an economist, he puts strong emphasis on the use of incentive contracts and competitive schemes. Prior to joining Párpública SA he lectured Development Economics at Universidade Nova de Lisboa (UNL) and did applied research on fiscal matters and on large public projects (urban renewal, public infrastructure).

Sandy Rosie, Scottish Executive's Private Finance Unit, Head, Scotland

Shkelqim Kerluku, National Agency of Concession and PPP Projects, Chairman of the Agency, Albania

Mr. Kerluku has been Chairman of the National Agency on Concessions in Albania since September 2007. Prior to that he acted as a legal advisor to the Prime Ministry Office. During his long year experience as legal advisor he has handled various legal issues relating to commercial companies operating in the territory of Republic of Albania and abroad. Mr. Kerluku also dealt with all office problems, clientele, government and local authorities relating to commercial companies, employment disputes, labour contracts, taxes and duties. He adapted with Albanian bank legislation and especially those related to loans, credit, facilities, securing charges and engaged with the court and enforcement office procedures and nominated as Manager of the above law office. He also participated in various court cases as the main legal representative with Tirana District Court.

Alain Poliakoff, EGIS Projects

Business Development Director, France

Arne Speer, Bilfinger Berger, Regional Director East, Germany

Paolo Munini, European Investment Bank, Head of Division for Lending Operations in Austria and Hungary, Luxembourg

Paolo Munini – since 1988 with the European Investment Bank – is Head of Banks and Private Sector operations in 4 EU countries. His extensive previous experience within EIB included responsibilities at operational and management levels in developing countries, CEE countries and in EU Member States. Before joining EIB Mr Munini held staff positions and carried out research and consultancy work for national and international organizations. He has a degree in economics and carried out postgraduate studies in business administration.

Marcel Babczynski, Erste Corporate Finance Director, Czech Republic

Marcel Babczynski is Director for PPP/infrastructure advisory services at Erste Corporate Finance. He also founded PPP Associations in the Czech Republic and in Slovakia and currently is a member of their Steering Committees. Prior to this, he worked in management consulting (KPMG, Arthur D. Little) and in investment banking (UBS). He has an extensive experience in project finance, strategy and organization and risk management. Marcel holds a MBA degree from the Rochester Institute of Technology and a MA at the Central European University. A citizen of the Czech Republic, he is a native speaker of Czech and also speaks fluent English and Polish.

Talis Straume, Latvian Road Administration Chairman of the Board, Latvia

Jonathan Scheele, European Commission DG TREN Director for TEN-T, Belgium

Irma Chmelova, Slovak PPP Association, Executive Director, Slovakia Irma Chmelová is the Executive Director of the Slovak PPP Association which unites private companies interested in PPP with the aim to create better conditions for the development of PPPs in Slovakia. Previously, she worked in the public sector (European Commission, Slovak Ministry of Finance) and in the private sector as consultant in government relations for multinational companies.

Peter Snelson, Atkins

Director, PPP Consultancy Project Development, UK

Peter Snelson is the Director responsible for the development of all International PPP/PFI public sector advisory services in Infrastructure Development for Atkins Transport. This role involves the provision of advisory services to National and Regional Governments worldwide, on the development of Public Private Partnerships to deliver major infrastructure projects with capital values ranging from €10.0 Million to €1.75 Billion. As well as being responsible for the overall delivery of the business his role in these services is as Project Director / Manager of multi disciplinary teams typically involving international legal and financial advisors as well as local legal, financial and technical advisors. His client base includes the International Finance institutions; EBRD, EIB and World Bank and the Governments of Slovenia, Romania, Hungary, Poland, Georgia and Croatia as well as the City of Prague.

Karl-Maria Pfeffer, Porr, Global Head of Corporate, Structured & Project Finance, Austria

Global Head of Corporate, Structured & Project Finance of PORR AG, holds a JD (University of Vienna), LL.M (University of Vienna) and MBA (University of Economics and Business Administration, Vienna). He heads the Corporate, Structured & Project Finance Division of PORR AG, the 2nd largest construction company in Austria which particularly focuses on CEE&SEE. PORR AG acts as Developer, Investor and offers all kinds of construction and construction related services. He is responsible for the full range of Finance activities within PORR Group.

Erik Naafs, DIF PPP, Director, Netherlands

As a Director, Erik leads DIF's infrastructure team, originating and executing investments in the DIF PPP and DIF Infrastructure II funds. Prior to joining DIF at its start of operations in September 2005, Erik was involved in advising the founders of DIF. Erik has been active in European project finance transactions since 1995 across a variety of sectors, initially with ING, thereafter with Rabobank International and PwC. He has a considerable experience in the origination and structuring of infrastructure and energy transactions, across the range of senior debt structuring, advisory services and equity investments.

Andreea Ionescu, Tuca Zbârcea & Asociații, Parter, Romania

Andreea Ionescu is coordinating the PPP / PFI and Concession practice group with Tuca Zbârcea & Asociații. For over 11 years, she has advised public authorities, major international investors and financial institutions on a range of legal matters pertaining to the energy / renewable energy sector, telecommunications and public infrastructure (roads and bridges, railways, waste and water supply) property development schemes, airports, highways and transportation schemes, oil & gas process or power schemes. Furthermore, Andreea Ionescu is one of a handful of Romanian project finance lawyers with substantial experience in negotiating both finance and project agreements. To date, she is coordinating the legal team retained in connection with some of the highest profile public-private partnerships taking place in Romania, with an aggregate value of € 8.5 billion, including € 1.5 billion Ploiesti – Brasov motorway and the € 2 billion Bucharest ring road, as well as the € 4 billion joint-venture project between the Romanian State-owned Nuclearelectrica and private investors for the completion of Units 3 and 4 of the Cernavoda Nuclear Power Plant.

Erik Naafs, DIF PPP, Director, Netherlands

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