



3rd Annual Event

# CEE Investment & PPP

Developing sustainable relationships

31 Jan - 1 Feb 2011, InterContinental Warsaw

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## Conference Chairs:

- Ms Irena Herbst, CEO, **Centrum PPP**, Poland
- Mr Bartosz Mysiorski, Chief Specialist in PPP, **Centrum PPP**, Poland

## Panel Chairs:

- Mr Tony Bonnici, Economic Affairs Officer, Economic Cooperation & Integration Division, **UNECE International PPP Centre of Excellence**, Switzerland
- Mr Rolf-Roger Hoepfner, Chairman/CEO, **AEC/ DFPPP**, Germany
- Mr Michal Považan, Executive Director, **Asociace PPP**, Slovakia
- Mr Witold Grzybowski, Partner & PPP Advisor, **DGD**, Poland
- Mr Kevin Hanlon, Projects Director CT&I Business Unit, **Local Partnerships**, United Kingdom

## Keynote Speakers:

- Mr Daniel Giblin, Partner, **EC Harris**, United Kingdom
- Mr Vladimír Sloup, PPP Specialist, **Asociace PPP**, Czech Republic
- Mr Markus Huewener, CEO, **First Climate AG**, Germany
- Ms Irina Zapatrina, Chairman, **Ukrainian PPP Development Centre**, Ukraine
- Mr Tomasz Korczyński, PPP Infrastructure Specialist, **Centrum PPP**, Poland
- Mr Cosmin Stavaru, Partner, **Bulboaca & Asociatii SCA**, Romania

## Panellists:

- Mr Paweł Pawłowski, Director of Investor Service Department, **City of Warsaw Municipal Government Office**, Poland
- Mr Krzysztof Siwek, Director of Project Management, **Ministry of Regional Development**, Poland
- Mr Oleg Zasadny, Head of Euro 2012 Department, **Lviv City Administration**, Ukraine
- Mr Henryk Zagula, Deputy Mayor, **City of Dabrowa Gornicza**, Poland
- Mr Michael Dembinski, Head of Policy, **British Polish Chamber of Commerce**, Poland
- Mr Daumantas Lapinskas, Vice Minister, **Ministry of Economics**, Lithuania
- Ms Marzena Rytel, Transport, Infrastructure & Public Sector Leader, **PricewaterhouseCoopers**, Poland
- Ms Ivana Duarte, Principal Banker, Transport Team, Regional Expert PPP, **EBRD**, United Kingdom
- Dr Sławomir Listkiewicz, PPP Transactions, **Bank Pekao S.A.**, Poland
- Mr Antony Stratford, Executive Director, **Intertoll Europe Zrt**, United Kingdom
- Mr Martin R Schlor, Head PPP-Transport, **Porr Solutions GmbH**, Austria
- Mr Marcel Babczynski, Head of the PPP Advisory Team, **Erste Group**, Czech Republic
- Mr Jan Dziekanski, Head of Public Sector for Structured Finance, **BGK**, Poland

## Background:

The current economic climate has seen a slowdown in national projects, switching focus to a municipal level. Our 2011 event will provide an in-depth analysis of the CEE PPP sector, focusing on the bankability and sustainability of PPP projects.

Industry experts will examine the investment potential of PPP in CEE with focused discussions on EU frameworks and financing options, provided by leading ministries, banks and LPs.

With infrastructure projects leading the way, our expert panel of specialists will provide an opportunity to learn about the hottest issues in the CEE infrastructure sector including contributions by the EBRD, PWC, Intertoll Europe and Porr Solutions. EC Harris will be offering a focused analysis of their past, present and future projects, giving expert opinion on regulatory and financial obstacles.

Developing sustainable relationships with the public sector is at the heart of PPP project management. This year's event will dedicate the afternoon of day 1 on enhancing PPPs, with regulatory, legislative and economic critique provided by leading organisations including the UNECE, Local Partnerships and BGK.

Day 2 will be offering an enhanced insight into specific PPP markets, providing a review of the Polish, Czech and CEE market, as well as a detailed discussion into the Ukraine and other emerging markets.

EastEuro Link is proud to present our 3rd annual PPP and Investment conference. Whether you're looking to enhance your presence in the CEE PPP market, investing in PPP projects or representing your local government, this event ensures you meet the leading players in the CEE PPP market.

## Hot topics:

- Overview of existing market & economic conditions
- Harmonising of PPP projects with the relevant political cycle
- The Bankability of PPP as we develop through the financial crises
- CEE Infrastructure Projects: Panel Debate
- Foreign Investment in Environmental Projects
- Municipal building projects: Panel Debate
- Investment opportunities and projects in emerging markets
- Future market directions, opportunities for investment, areas to avoid



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# Agenda:

## Day One:

**08:30 Registration & Coffee**

**09:00 Welcoming Address**

*Ms Irena Herbst & Mr Bartosz Mysiorski, Centrum PPP, Poland*

### The Bankability of PPP

**09:10 Panel Discussion: The Bankability of PPP - Post crisis opportunities**

- **Opening presentation:** EU Framework on Public Sector Risks & PPP
- Assessment of the recent financial issues facing PPP projects in CEE
- Financing options and current investment initiatives
- What obstacles are being encountered when it comes to further growth?

Principle Speaker & Panel Chair

*Mr Rolf-Roger Hoepfner, AEC/DFPPP, Germany*

Panellists

*Mr Marcel Babczynski, Erste Group, Czech Republic*

*Dr Sławomir Listkiewicz, Bank Pekao S.A., Poland*

*Mr Krzysztof Siwek, Ministry of Regional Development, Poland*

*Mr Daumantas Lapinskas, Ministry of Economics, Lithuania*

*Ms Ivana Duarte, EBRD, United Kingdom*

**10:00 Case Study: Investment in Transport Infrastructure**

- Overview of current infrastructure projects, roads, airports, rail
- Process of bidding for contracts
- The relationship with the governments, Private sector and SPVs
- How advisors are used for best benefit
- Challenges in relationships and understanding Risk allocation
- Beyond the current economic climate and the new opportunities arising

*Mr Daniel Giblin, EC Harris, United Kingdom*

**10:25 Networking Coffee Break**

**10:55 Panel Discussion: Infrastructure Projects**

- Current projects: Investment, planning & economic challenges
- Future market: The sustainability of PPP infrastructure projects
- Investment incentives for projects: Role of LPs
- Government regulation and legislation

Panellists

*Ms Ivana Duarte, EBRD, United Kingdom*

*Mr Pawel Pawlowski, City of Warsaw Municipal Government Office, Poland*

*Mr Martin R Schlor, Porr Solutions GmbH, Austria*

*Ms Marzena Rytel, PWC, Poland*

**11:45 Recent developments in the Romanian legislation regarding PPP**

*Mr Cosmin Stavaru, Bulboaca & Asociatii SCA, Romania*

**12:10 Foreign Investment in Environmental Projects**

- Project investments through carbon funds
- JI projects in CEE
- PoA and the role of governments
- Project investment through Equity Funds
- Clean Energy Funds and Project finance advisors

*Mr Markus Huewener, First Climate AG, Germany*

**12:35 Municipal Projects**

- Education, Health, Police, Fire, Prison, Environmental sectors
- Past projects: Bidding and winning contracts, planning for risks, coping with political & regulatory changes, successes & failures
- Current projects: Investment, planning & economic challenges
- Future market: The sustainability of PPP projects

*Mr Kevin Hanlon, Local Partnerships, United Kingdom*

**13:00 Networking Lunch Break**

### Working with the Public Sector & Governments

**14:00 Panel Discussion: Harmonising of PPP projects with the relevant political cycle**

- Working through a change in government (local & national level)
- The role of advisors
- Risk management and mitigation - is too much risk placed on the private sector?

Panel Chair

*Mr Tony Bonnici, UNECE, Switzerland*

Second Panel Chair

*Mr Kevin Hanlon, Local Partnerships, United Kingdom*

Panellists

*Ms Marzena Rytel, PWC, Poland*

*Mr Michael Dembinski, British Polish Chamber of Commerce, Poland*

*Mr Pawel Pawlowski, City of Warsaw Municipal Government Office, Poland*

*Mr Daumantas Lapinskas, Ministry of Economics, Lithuania*

**14:45 Public sector financing: Effective PPP budgeting at the regional & local level**

- Project defining & preparation, financial planning & public sector expenditure
- Role of Financial institutions
- Defining value of non-transferable risk & forecasting scale of public finance involvement
- Methods to increase effectiveness of Local and Regional PPP budgeting
- Negotiating PPP contracts

*Mr Witold Grzybowski, DGD, Poland*

**15:10 Networking Coffee Break**

**15:40 UNECE International PPP Centre of Excellence - Tool for future development & success**

- Assist governments in delivering sustainable PPPs
- Sector-specific centres to deliver capacity building to governments
- The impact of the PPP sector for ministries, advisors and private companies

*Mr Tony Bonnici, UNECE, Switzerland*

**16:05 Panel Discussion: PPP Competence centre – challenges and opportunities**

- Will such centres help government and ministries to run effective PPP projects?
- What are the advantages?
- What are the alternatives?

Principle Speaker & Panel Chair

*Mr Witold Grzybowski, DGD, Poland*

Panellists

*Ms Irena Herbst, Centrum PPP, Poland*

*Mr Kevin Hanlon, Local Partnerships, United Kingdom*

*Mr Tony Bonnici, UNECE, Switzerland*

*Mr Jan Dziekanski, BGK, Poland*

**16:50 Closing Address**

*Ms Irena Herbst & Mr Bartosz Mysiorski, Centrum PPP, Poland*

**17:00 Evening Cocktail Reception**

## Associates:



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## Day Two:

### 09:00 Welcoming Address

*Ms Irena Herbst & Mr Bartosz Mysiorski, Centrum PPP, Poland*

#### CEE Focus

### 09:10 Overview of PPP in Poland

- Taking a look at the current state of the PPP sector
- Why are there so many more local projects as opposed to national ones?

*Mr Tomasz Korczyński, Centrum PPP, Poland*

### 09:35 Country Focus: Czech Republic

- The Situation on the Czech Republic Market –Government and Municipal Level
- Current projects: Investment, planning & economic challenges
- Future market: The sustainability of PPP infrastructure projects
- Impact on the emerging market

*Mr Vladimir Sloup, Asosiace PPP, Czech Republic*

### 10:00 Panel Discussion: The future of PPP in Central Europe

- Investment and finance outlook
- Political and regulatory difficulties
- Planned projects/contracts to be won

Principle Speaker & Panel Chair

*Mr Michal Považan, Asociace PPP, Slovakia*

Panellists:

*Mr Pawel Pawlowski, City of Warsaw Municipal Government Office, Poland*

*Mr Jan Dziekanski, BGK, Poland*

*Mr Antony Stratfold, Intertoll Europe ZRt, United Kingdom*

*Mr Vladimir Sloup, Asosiace PPP, Czech Republic*

### 10:45 Networking Coffee Break

#### Emerging Market Focus

### 11:15 Case Study: Ukraine's emerging market - The attraction of investment

- Analysis of demands of infrastructure sector of Ukraine
- New technologies, potential of infrastructure sector of Ukraine
- Introduction to Normative-legal base that regulates implementation of PPPs
- Opportunities for participation in PPP projects in Ukraine

*Ms Irina Zapatrina, Ukrainian PPP Development Centre, Ukraine*

### 11:40 Panel Discussion: Emerging Markets - Future opportunities

- Ukraine leading the way in Energy Transport and Urban Sectors
- Opportunities for private sector participation in modernization of infrastructure:
- government outlook and support
- Where is the next development boom going to take place?

Panellists:

*Ms Irina Zapatrina, Ukrainian PPP Development Centre, Ukraine*

*Mr Daumantas Lapinskas, Ministry of Economics, Lithuania*

*Mr Oleg Zasadny, Lviv City Administration, Ukraine*

### 12:25 Closing Address

*Ms Irena Herbst & Mr Bartosz Mysiorski, Centrum PPP, Poland*

### 12:35 Networking Lunch Break



## Contact us:



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## Sponsorship opportunities:

CEE Investment & PPP 2011 will provide the most up to date developments and challenges in this increasingly important sector. Catering to networking, participants have the opportunity to further their horizons by meeting and influencing key figures.

Our events enable you to:

- Increase your brand awareness
- Have focused discussions with industry leaders from across the sector
- Generate lasting relationships
- Promote long term partnerships

For a creative and results based approach discuss your marketing requirements with your sponsorship representative today.

**Aga Pawlowska**  
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## Who will I meet?:

- Public Sector Representatives
- Governments
- Foreign and Domestic Investors
- Construction Companies
- Investment Banks
- Private Equity Funds
- Hedge Funds
- Local and international banks
- Lawyers and Partners
- Risk management firms
- Asset managers
- PPP Project Managers
- Financial consultants

## Past event participants include:

Acciona Concesiones  
 Acciona Infraestructuras S.A. - Oddzial w Polsce  
 Advanced Development  
 Agency for Public Private Partnership (AJPP)  
 American Chamber of Commerce in Romania  
 APER-Association of Energy Policy, Romania  
 ARIS-Romanian Agency for Foreign Investment  
 Bank Gospodarstwa Krajowego  
 Bank Zachodni WBK S.A.  
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