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EUROPE**



New opportunities and challenges for PPP in Europe

# 8<sup>TH</sup> ANNUAL EUROPE

23 - 24 May 2013 • Vienna, Austria

# PPP CONFERENCE

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Head of Transaction Analysis & Advisory

**HUGO SILVEIRA, Transport Infrastructure Investment Company Portugal**, Investment Manager

**MELCHIOR KARIGL, EIB, Belgium**  
Senior Adviser

**MIGUEL TAPIA GORDON, Hill International Greece/Spain**, Vice President

**CHRISTIAN KUMMERT, HSH Nordbank Germany**, Managing Director, Head of Energy & Infrastructure Division

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## WHO WILL YOU MEET

policy makers • senior government officials • investment/private banks • private equity pension/insurance funds • construction companies • concession companies • economists • project financing specialist • financing advisors • consultants • legal firms • PPP and PFI experts

## EVENT INTRODUCTION

Even though today's economy has brought quite a significant decline in PPP projects in recent months, PPPs still prove to be an effective tool and a successful instrument for investment and the delivery of public services if planned and financed properly.

Since the offset of the financial crisis, debt financing from commercial banks has become more difficult, affecting the bankability of PPP projects. However, innovative financing structures have appeared, bringing bond financing/pension funds financing to the centre of attention. Combining EU structural and cohesion funds with PPP remains as an option as well, although this brings some challenges in terms of blending.

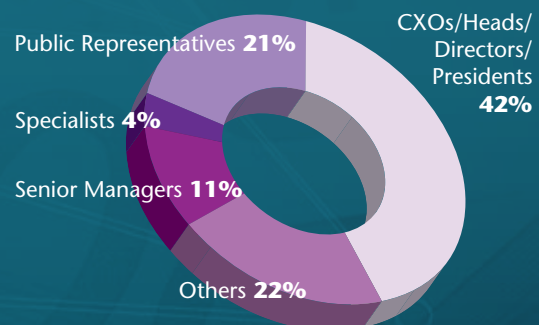
Our prominent speakers from the public and private sectors will deliver presentations addressing the main challenges and strategies facing the region. A number of case studies covering four different areas will bring a practical view on PPP from various European countries, providing the possibility of learning from each other and sharing the best practices.

## FIND YOUR REASONS TO ATTEND

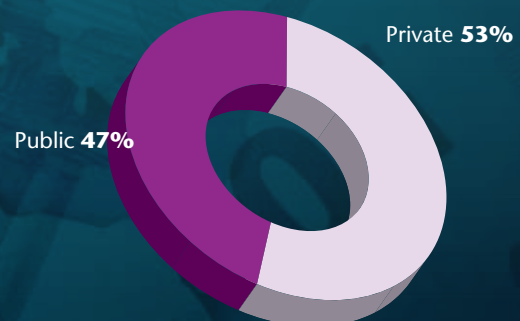
- 4 different areas covered (transport infrastructure, healthcare, education, energy & waste projects)
- Innovative financing structures for PPP
- 2 governmental panel discussions
- Focused roundtable discussions
- High-level speakers from public and private sector

## 7<sup>TH</sup> ANNUAL PPP IN CEE/SEE CONFERENCE

### Distribution of participants



JOB TITLE BREAKDOWN



SECTOR BREAKDOWN

### Testimonials

"Thank you very much for organizing – very professionally – the Vienna conference and attendance & panel."

**Cedric Dubois, Egis Projects**  
Business Development Manager

"Congratulations to you for putting together such a highly praised event."

**Anthony Pearce, International Road Federation**  
Honorary Life Member/former, Director General

"Thank you for the feedback and congratulations on a well-organized and well received conference. In my discussions with other delegates everyone was very satisfied."

**Tomasz Lisiecki, TriGranit**, Managing Director Poland



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## CONFERENCE DAY 1, May 23 2013

**8:30 Registration and coffee**

**9:00 Welcoming note from Fleming Europe**

**9:15 Opening remarks from the Chair - ANTHONY PEARCE**



### OPENING KEYNOTES

**9:20 Keynote 1: The United Nations initiative on PPP**  
**Jan van Schoonhoven, UNECE – Economic Cooperation and Integration Division, Switzerland**  
Executive Program Leader UNECE PPP Centre of Excellence

**9:50 Keynote 2: Can PPPs lever investment to get Europe out of economic crisis?**

- Analysing stakeholders' perceptions of the role of PPPs in responding to Europe's current challenges
- Barriers to be overcome
- Development of new instruments to encourage public-private cooperation

**Fabian Zuleeg, European Policy Centre, Belgium**  
Chief Economist

**10:20 Controlling Real Availability Risk Transfer: The key to successful Social PPPs?**

- Is the Public Sector efficiently controlling the standards of service provided by the concessionaires?
- Are tax payers receiving value-for-money service or could they be getting more for the same money?
- Are investors truly aware of the risks associated with not adequately considering availability risk in their financial models?
- How can independent monitoring bring transparency and clearer rules of the game?

**Miguel Tapia Gordon, Hill International, Greece/Spain**  
Vice President

**11:00 Morning coffee & networking**



### (INNOVATIVE) FINANCING FOR PPP

**11:30 Infrastructure Finance/EIB Project Bond Initiative**

- Looking at Infrastructure Finance and traditional EIB Financing Instruments
- Introducing the EU/EIB Project Bond Initiative and the various forms of support
- Summing up substantial benefits to the Project Bond Investor

**Melchior Karigl, EIB, Belgium, Senior Adviser**

**12:00 Private Project Bond Initiatives: An "Infrastructure Carol"**

- Looking at past, present and future development of alternatives to bank debt financing of infrastructure
- Open standards versus proprietary financing models
- Reviewing the requirements these private sector alternatives will place on sponsors and procuring authorities
- Consideration of the constraints that the market is likely to be faced with, and what limitations will apply in the near term

**Alistair Higgins, ING Bank, UK, Director**  
**Antonia Whitecourt, ING Bank, UK**  
Associate, Infrastructure Finance and Advisory

**12:40 Lunch**

**14:00 Panel discussion: PPP projects financing (in CEE) – Private sector perspective**

Moderated by **CHRISTIAN KUMMERT**

- Perception of risks
- Contractual issues
- What can be improved? Recommendations for policy makers
- Current deal pipeline in CEE countries

**Jan Troják, ČSOB, Czech Republic, Executive Director**  
**Markus Menedetter, Kommunalkredit, Austria**  
Head of Transaction Analysis & Advisory  
**Hugo Silveira, Transport Infrastructure Investment Company, Portugal, Investment Manager**  
**Miguel Tapia Gordon, Hill International, Greece/Spain**  
Vice President

**14:40 Combining EU Funds with PPPs**

- Some structures to date
- Challenges of combining PPPs and EU funds
- 2014-2020 Programming Period – what lies ahead

**Susan Goeransson, EBRD, UK, Senior Banker - Municipal and Environmental Infrastructure Team**

**15:20 Case study: Sopot Rail Station PPP - 1st European PPP with JESSICA funding**

- Very first European PPP carried out with the use of the JESSICA initiative
- State - owned bank playing the role of Urban Development Fund
- BGK's experience as Urban Development Fund

**Marek Szczepański, Bank Gospodarstwa Krajowego (BGK), Poland, Managing Director EU Funds**

**15:40 Afternoon coffee & networking**



### GOVERNMENTAL SESSION

**16:10 Features of the PPP market in Germany**  
**Bernhard Müller, Federal Ministry of Finance, Germany**  
Head of Division, Partnerships Germany Projects Transfer

**16:40 Experience from PPP markets in CEE & SEE**  
Each speaker will deliver a short (10-15 min.) presentation providing his or her outlook on the PPP market situation in their respective country. This will be followed by joint interactive discussions where panellists will respond to questions from the audience.

Moderated by **BARTOSZ MYSIORSKI**

- Why has the PPP market slowed down?
- What are governments' perspectives towards PPP?
- Future outlook of PPPs in these countries

**Bartosz Mysiorski, Centrum PPP, Poland**  
Chief specialist PPP  
**Damir Novakovic, Agency for PPP, Croatia, Senior Adviser**  
**Jonas Kimontas, Invest Lithuania, Lithuania**  
Chief Project Manager  
**Tomas Janeba, Czech Infrastructure Association**  
**Czech Republic, President**

**17:50 Feedback session**

**18:00 Closing remarks from the Chair**

Speakers and delegates are cordially invited to attend the **NETWORKING COCKTAIL RECEPTION**

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## CONFERENCE DAY 2, May 24 2013

### 9:00 Welcoming note from the Chair - PETER SNELSON

#### 9:10 Managing risks in public-private partnerships

- Major risk factors contributing to success or failure of PPP projects
- Proper risk allocation/sharing - risk transfer in PPP projects
- Risk management strategies

**Peter Snelson, PS-PPP Consult, UK**, Managing Director

#### 9:50 Recent Developments in the PPP Projects Market of Turkey

**Ahmet T. Kesli, International PPP Platform, Turkey**  
Founding President

## TRANSPORT INFRASTRUCTURE

#### 10:30 Case study: FRANCE: Nimes Montpellier high-speed railway

- Largest transaction closed in the first half of 2012
- Public financing : European, national, regional and local authorities
- Private financing : EIB, Caisse des depots, private banks
- PPP projects : Public-Public-Private Partnership projects

**Pascal Bidan, Réseau Ferré de France (RFF), France**  
Director PPP

### 11:00 Morning coffee & networking

#### 11:30 Case study: CZECH REPUBLIC: D3 Highway

- First successful highway PPP project in Czech Republic?
- Learning from others' mistakes
- Availability Fee vs. Traffic Risk

**Martin Janeczek, Ministry of Transport, Czech Republic**  
Specialist in PPP Department

## HEALTHCARE

#### 11:55 Case study: BELGIUM: ZNA Stuivenberg Antwerp Belgium

- Building a new hospital (450 beds) in the centre of Antwerp
- The first hospital project via PPP in Belgium
- The recent signing of the contract with the private sector
- A preliminary evaluation of the pros and cons of PPP in comparison with normal procedure can be made

**Stefan Van Garsse, ZNA Antwerp Hospital Network Belgium**, Manager External Relations

#### 12:20 Case study: NETHERLANDS: Utrecht science park

- Design, building, financing, maintenance and operation of the Utrecht Science Park. It will house the National Institute for Health and Environment (RIVM), an agency of the Ministry of Health.

**Frank van Herwijnen, Rijksgebouwendienst (The Government Buildings Agency), The Netherlands**  
Director PPP

#### 12:45 Feedback session

#### 13:00 Lunch

## EDUCATION

#### 14:10 Case study: GERMANY: Hamburg schools

- Planning, new construction, renovation and operation of 15 selected vocational colleges grouped into eight locations in Hamburg.

**Jörg Daniel Nigge, Ministry of Finance of Hamburg Germany**, Head of Control Department and Service

#### 14:35 Case study: IRELAND: Schools PPP bundle three

- Ireland's first PPP deal since 2010
- Broad description of the project
- Planned delivery timelines
- Challenges and obstacles
- Proposed and actual solutions

**Brian Murphy, National Development Finance Agency Ireland**, Chief Executive, **National Treasury Management Agency, Ireland**, Director

## ENERGY/WASTE PROJECTS

#### 15:00 PPP in Water Management In The Netherlands

- PPP within the Ministry of Infrastructure and the Environment
- PPP at the locks programme
- PPP at the local government level

**Helena Hernandez, PPSsupport/Ministry of Infrastructure and the Environment, The Netherlands**, Senior Adviser

#### 15:25 Case study: POLAND: Poznan waste-to-energy plant

- Pilot waste PPP in Poznan
- Blending EU Cohesion funds with private financing
- Role model for other Polish cities?

**Jan Dziekanski, Bank Gospodarstwa Krajowego (BGK) Poland**, Head of Structured Finance and Advisory

#### 15:50 Focused roundtable discussions: Best practices and experience for bringing the projects to life

All attendees will have a great opportunity to discuss a selection of interesting topics in small groups with their peers. Every table will nominate a head of table, who will summarize the topic discussed and present the main puzzles and questions posed.

- Roundtable 1: Negative factors influencing successful delivery of PPP projects
- Roundtable 2: Best strategies for reducing PPP costs
- Roundtable 3: Outlining future development (sectors, financing, cooperation with governments)

#### 16:20 Closing remarks from the Chair & Fleming Europe

#### 16:30 Farewell coffee & networking

I would like to thank everyone who has helped with the research and organization of this event, especially the speakers and advisers, for their support and commitment.

**Miroslava Drgoncova, Conference Producer**  
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## Meet Our Speaker Panel



**Pascal Bidan, Réseau Ferré de France (RFF), France, Director PPP**

Pascal Bidan has extensive railway experience, having worked for 15 years in the private rail sector (Alstom transport) and has been working for 10 years in the public rail sector (Caisse des depots, RFF). Pascal was deputy project director in Korea for the Seoul-Busan high-speed line, and project director in Australia for a mass transit PPP after public transportation privatization in Melbourne. He then set up and managed the new strategy department and PPP department of Egis rail, a French engineering and consulting Caisse des depots' subsidiary. Pascal has joined RFF (state rail infrastructure manager) to lead the Nimes-Montpellier high-speed line. The bid process started in 2008 and the contract was signed in June 2012. Pascal Bidan graduated from Ecole Centrale in Paris (engineering school), and is responsible for the railway module taught to Centrale students.



**Jan Dziekański, Bank Gospodarstwa Krajowego (BGK), Poland**

Head of Structured Finance and Advisory

Jan Dziekański heads the Structured Finance and Advisory division at Bank Gospodarstwa Krajowego (The State Development Bank). He has over 18 years of banking and advisory practice. He participated in over 70 transactions totalling over EUR 5 billion. Jan is experienced in the fields of restructuring, corporate, project and export finance. He joined BGK in 2008 with the objective of creation and development of the project and a structured finance team. Prior to joining BGK he worked for KPMG, WestLB, Credit Lyonnais, SG and BPH S.A.



**Susan Goeransson, EBRD, UK, Senior Banker - Municipal and Environmental Infrastructure Team**

Susan Goeransson is the portfolio manager for the Municipal and Environmental Infrastructure Team at the European Bank for Reconstruction and Development, where she manages a portfolio of approximately EUR 2 billion of investments, including loans to local authorities, municipally-owned utilities and companies as well as private sector financing. Ms Goeransson joined EBRD in 1993 and has worked in a variety of sectors, including infrastructure, agribusiness and general industry. Prior to joining EBRD, Ms Goeransson worked at the Overseas Private Investment Corporation as a senior banker and at the Securities and Exchange Commission as a financial analyst. She has a Master's Degree in Public Policy from Harvard University's Kennedy School of Government and is a Chartered Financial Analyst. She has a joint Bachelor's Degree in Urban Studies and History from Northwestern University.



**Helena Hernandez, PPSsupport/Ministry of Infrastructure and the Environment The Netherlands, Senior Adviser**

Helena started her career working for contractors in Spain and The Netherlands. After 10 years, she was employed by the Dutch government to work on PPP (Public Private Partnerships), when PPP was still at the pioneering stage at the Dutch public administration. At Van Oord she was responsible for finding new opportunities and turning them into construction projects. At Rijkswaterstaat she is in charge of searching for PPP potential for water construction projects and she is involved in several PPP water management projects in The Netherlands.



**Alistair Higgins, ING Bank, UK**  
Director, Infrastructure Finance and Advisory

Alistair has extensive infrastructure experience as both adviser and financier, having worked on a broad range of concession, acquisition, PPP and utility financing models. Alistair joined ING in 2008, leading deal teams on both advisory and arranging transactions across EMEA regions. More recently Alistair has led ING initiatives to establish hybrid bank / capital market solutions to assist public and private sector clients in pursuing cost effective financing of infrastructure. Prior to ING, Alistair worked at XL Capital Assurance, where he focused on the funding of infrastructure through the capital markets. Alistair started his career at CIBC, advising both public and private sector clients on the structuring and bidding of PPP transactions. Alistair completed a Master of Civil Engineering degree at the University of Manchester, England.



**Tomas Janeba, Czech Infrastructure Association, Czech Republic, President**

Tomas Janeba is the President of the Czech Infrastructure Association, which unites interests of leading infrastructure stakeholders, addresses market-constraining challenges and promotes infrastructure finance in the efficient delivery of public infrastructure in the Czech Republic. He has 16 years' experience in infrastructure project and corporate finance, investment valuation and financial modelling from countries in the CEE region, the UK and Russia. Over the past seven years, he has been responsible for infrastructure projects bidding, investment assessment, proposal submission and leadership of financial and legal teams. In 2006 he established the regional office of John Laing plc, one of the leading British infrastructure investors, managers and public asset owners. In 2004 he was involved, as a deputy director, in the establishment of the PPP Centrum of the Czech Republic, an agency of the Czech Ministry of Finance. Before that he already had seven years' experience with corporate and project finance from PricewaterhouseCoopers.



**Martin Janecek, Ministry of Transport Czech Republic, Specialist in PPP Department**

From the year 2008 I am working for the strategy department of Czech ministry of transport in the Transport analysis unit which is among others responsible for preparation of the PPP projects. From the year 2011 I am the head of this unit. I have participate on many preparation works related the PPP projects planned. Unfortunately no one of them was successful. During my presentation, I will try to explain the reasons why... On our strategy department we are also responsible for preparing and ensuring sustainability of the Transport policy of Czech republic and the Long term strategy for financing, developing and maintaining the state transport infrastructure, so I can also give a feedback regarding this context during the conference.



**Melchior Karigl, EIB, Belgium, Senior Adviser**

Melchior Karigl (born 1971) joined EIB in 2002 and has held positions inside and outside Europe. Since October 2012 he has been responsible for Structured Finance Transactions and Joint Initiatives in Central Europe. Prior to that he was part of a new initiative by EIB to reinforce its activity in sectors of high policy priority for the EU – the New Products and Special Activities Initiative, through which the EIB seeks to develop innovative approaches. In this capacity he has had pan-European responsibility for structured lending transactions in the offshore wind sector. From 2002 to 2007 he worked on a number of EIB project finance transactions in various sectors in Africa, the Caribbean and the Pacific regions. Prior to EIB he worked for the International Finance Corporation (IFC) based in Washington D.C. in the energy sector. He has degrees in Business Administration from the Wirtschaftsuniversitaet Wien and International Relations from Johns Hopkins University.



**Ahmet T. Kesli, International PPP Platform, Turkey, Founding President**

Dr. Ahmet T. KESLI is the Founding Partner of Group Law Firm, and he is Founding President of International PPP Platform Turkiye. Dr. KESLI graduated from the Istanbul University Faculty of Law. He is a member of the Istanbul Bar Association. He holds a Masters degree from Marmara University European Community Institute on European Union Law. He has a PhD Degree in PPP Law. In his Professional career, Dr. KESLI worked as a research assistant at the Ataturk University Faculty of Law and the Uludağ University Department of Commercial Law. He has been working on PPP, Privatization, Commercial Law, Project Finance, Intellectual Property and Competition with many books, legal articles, publications and presentations in the English and Turkish languages. It is only recently that he finished his last book on Privatization and is currently writing another book on PPP. He has advised companies in some of the leading Projects projects in the country.



**Jonas Kimontas, Invest Lithuania Lithuania, Chief Project Manager**

Jonas Kimontas has been the Chief Project Manager of the Public Agency „Invest Lithuania“ since 2010. Jonas is responsible for social infrastructure PPP projects, advising governmental and municipal institutions regarding PPP project implementation and assisting in project preparation from the initial project assessment until the end of procurement procedures. He is a consultant with experience

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in project management, investment project development, feasibility study preparation, financial analysis, financial-economical and activity-based costing models implementation as well as financial modelling. He is mainly focused on PPP projects in the street lighting, transport, prison and administrative buildings sectors. Participating in international projects and events, PPP expert in Croatia, advising PPP Association in Latvia. He previously worked for three years in Ernst & Young as a business consultant mainly with infrastructure projects in the energy and utilities industry. His main functions included participation in areas of feasibility studies and investment projects; financial-economical and cost-benefit analysis; financial models implementation; costs accounting; project management; and business processes analysis. He received a Bachelor's degree in applied mathematics at Kaunas University of Technology.



**Christian Kummert, HSH-Nordbank  
Germany, Managing Director, Head of the  
Energy & Infrastructure Division**

Since April 2013 Christian Kummert heads the Energy and Infrastructure division of HSH Nordbank in Hamburg focusing on renewable energies, transportation, social infrastructure, power grids and pipelines in Europe.

Between 2010 and 2013 he was responsible for the finance division in Kommunalkredit Austria located in Vienna, working on Infrastructure & Public Finance transactions. Before he was Global Head of Infrastructure/PPP with Commerzbank AG in Frankfurt. Prior to joining Commerzbank in August 2008, Christian worked for 9 years with DEIPA BANK plc as Managing Director with responsibility for arranging and financing European infrastructure projects. Before he was in charge of project finance in power and air transport with ABB Structured Finance. Christian has also gained significant experience in the international electricity markets from his former post as deputy head of the tariff section of the German Association of Electricity Utilities (VDEW). Prior to joining VDEW, he worked as a consultant for the economic department of Lahmeyer International, involved as adviser in areas such as energy, telecoms and real estate development.



**Markus Menedetter, Kommunalkredit  
Austria, Head of Transaction Analysis & Advisory**

Since March 2012, Mr. Markus Menedetter heads the Transaction Analysis & Advisory Department of Kommunalkredit in Vienna, where he is responsible for the bank's advisory services (financial structuring, financial modeling, support during public tender processes as financial advisor). Furthermore, he supervises the annual review process of the bank's loan portfolio (incl. monitoring of the individual agreed covenants, etc) and he is also responsible for partners that are on the bank's Watchlist (level 1+2, out of 3). Before joining Kommunalkredit in July 2010, he worked for Deloitte Financial Advisory, Private Acquisition of Citygreen Gartengestaltung, ARQUES Industries, Deloitte Corporate Finance and Deutsche Bank.



**Brian Murphy, National Treasury  
Management Agency, UK, Director  
National Development Finance Agency  
UK, Chief Executive**

Brian Murphy is Director of the National Treasury Management Agency and Chief Executive of the National Development Finance Agency. Before taking up his current position, he held various senior positions during a career of more than twenty years in international banking, including senior Treasury and Marketing positions with Citibank in Ireland and a senior Corporate Finance role at Saudi American Bank on secondment from Citibank. He subsequently held senior positions with ABN AMRO including assignments as Director of Treasury and CEO in Dublin and as CEO in Sweden and Director, Alfred Berg Investment Bank. His experience covers Corporate and Project finance, Capital Markets/Treasury and Credit.



**Bernhard Müller, Federal Ministry of  
Finance, Germany, Head of division  
"Partnerships Germany Project Transfer"**

After 25 years as CEO in charge of real estate and infrastructure management for the federal government, in 2004 Bernhard Müller was appointed Chief of the secretariat of the project working group on PPP. This was followed by the project "Partnerships Germany", in charge of setting up a consulting firm for public PPP clients (ÖPP Deutschland AG, established in 2008). Since 2009 he has headed the Division "Partnerships Germany Project Transfer" with main tasks in PPP project-transfer and PPP knowledge-transfer. He is involved in PPP initiatives of the UNECE (Team of Specialists on PPP, member of the Bureau), the OECD (Senior PPP Officials Network) and the EPEC (various working groups).



**Bartosz Mysiorski, Centrum PPP, Poland  
Chief Specialist in PPP**

Bartosz Mysiorski graduated from the Warsaw School of Economics and has been working for Centrum PPP from the beginning, since it was set up in July 2008. As a Chief Specialist in the field of PPP, he works in a team that has carried out several projects promoting PPP in Poland – organization of regional conferences, seminars, workshops and meetings. He participates in PPP working groups established by Centrum PPP which prepare PPP guidelines – general rules and good practices on PPP implementation in particular sectors of the economy in Poland (e.g. Housing, Transport Infrastructure, ICT, Healthcare). Moreover, he is the author of several publications, reports, articles and analyses regarding PPP. He has recently been involved in a programme of monitoring of PPP projects in Poland (announcements, plans for projects). Bartosz Mysiorski coordinates the Leonardo Da Vinci Project "Transeuropean Promotion of PPP". The aim of the Project is to accelerate the transfer of PPP experience, skills and procedures between entities in the European Union (mainly the United Kingdom, Turkey, Ireland, Portugal and Poland). He is responsible for the cooperation with PPP Units all over the world and has been nominated to represent Centrum PPP in the United Nations Economic Commission for Europe (UNECE) Team of Specialists on PPP. Bartosz Mysiorski has a postgraduate degree from the Warsaw School of Economics in the area of "Preparation and implementation of PPP projects".



**Jörg Daniel Nigge, Ministry of Finance of  
Hamburg, Germany, Head of Control  
Department and Service**

Dr. Jörg Nigge is a graduate of the Faculty of Economics of the University in Munich; he successfully obtained a PhD degree in Economics and has published several articles about economic processes and several different economic matters. He currently serves as head of department in the ministry of finance of Hamburg, Germany and is responsible for the ownership of Hamburg school buildings. With his team, he manages a long-term, multi-billion dollar program of management and redevelopment of all area schools. Therefore, the team controls public and private partners and manages several different development programmes. Before taking up his current position, he held various leading positions during a career of more than fifteen years in the ministry of defence.



**Damir Novakovic, Agency for PPP, Croatia  
Senior Adviser**

Damir is Senior Adviser at the Agency for Public Private Partnership (APPP) of the Republic of Croatia. He is responsible for documentation preparation and for managing the implementation of EU technical assistance projects (twinning) in the APPP. Damir is also in charge of exploring and finding solutions in regard to the combination of EU funds and the PPP model in order to encourage potential public partners to consider that option when evaluating options for their project implementation. Damir previously worked for one and one-half years at the Central Finance and Contracting Agency of the Republic of Croatia, where he gathered knowledge on documentation preparation and experience in managing EU-financed projects in various fields of public administration (public procurement, telecommunications, personal data protection, RIA, etc.), such as technical assistance or supply contracts.



**Anthony Pearce, Ministry of Transport  
Egypt, Senior Adviser on PPPs**

Anthony Pearce is a senior consultant on transport and on project financing issues, most recently on projects in Ukraine and Central Asia. He is currently team leader of the Kyrgyz Republic Road Safety Project and advises the Egyptian Government on PPPs for transport. From 2008 to 2011 he advised on the financing and organisation of the road network in Ukraine for the project to integrate Ukraine into the Trans-European Transport Networks. Working in 2010 for the EU project on international logistic centres in the Central Asian republics, he coordinated feasibility studies, marketed projects, attracted investors and organised finance for the five proposed logistic centres. Between 2004 and 2007, as the Director General of the International Road Federation, he restructured the IRF, almost doubled membership, and increased the number of member countries from 70 to 90. He is a civil engineer with a first degree from the University of Birmingham and an MBA from Cranfield Management School. In a very varied career of nearly 40 years he has also run a public affairs company in Brussels for 11 years and been a professor of European affairs at a French business school for five years.



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**Hugo Silveira, Transport Infrastructure Investment Company, Portugal**  
Investment Manager

Hugo has more than 6 years of experience in Corporate Finance, Venture Capital and Private Equity, including several transactions in Health Care, Transports and Hospitality & Leisure. Hugo joined TIIC in March 2012 and has been involved in the analysis of investment opportunities, as well as in the structuring of further development projects, and also in Fund's portfolio management. Former investment manager at Turismo Capital, a Portuguese venture capital player, Hugo has also worked at Deloitte's Corporate Finance Division in Lisbon as a Senior Consultant. Finance Degree and Corporate Finance Graduation in 2006, from ISCTE Business School—Lisbon.



**Peter Snelson, PS-PPPConsult, UK**  
Managing Director

Peter Snelson is Managing Director of PS-PPPConsult, an independent Consultancy providing Management Consultancy, Project Management, Technical Advisory and Training services to government agencies, IFIs, contractors and concession companies world-wide on the development of Public Private Partnerships to deliver major infrastructure projects. His client base includes the International Finance institutions; EBRD, EIB and World Bank and the Governments of Slovenia, Romania, Hungary, Poland, Georgia, Croatia, Bosnia and Herzegovina and Macedonia, as well as the City of Prague. Peter is Chairman of the Board of Directors of the Association for European Transport.



**Marek Szczepański, Bank Gospodarstwa Krajowego (BGK), Poland**  
Managing Director EU Funds

A graduate of Faculty of Law and Administration of the Warsaw University; successfully took a PhD degree in management at the Kozminski University in Warsaw. For more than 16 years he has been dealing with EU funds disbursements, particularly in the area of regional development, entrepreneurship and labour market. At present, he is holding a position of the Managing Director of the European Funds Unit at the BGK. The subordinated departments are responsible for the operation of: the JESSICA initiative being implemented in three regions (Wielkopolskie, Pomorskie and Mazowieckie); the JEREMIE initiative being implemented in six regions; the pilot project of social enterprises support (financed from European Social Fund resources) and the Technology Credit Fund.



**Miguel Tapia Gordon, Hill International Greece/Spain, Vice President**

Miguel Tapia Gordon has 20 years of industry experience in large scale works and has successfully managed divisions and organizations. Miguel has also acted as Construction Manager, Project Manager and Project Director in renowned projects developed with professional Project Management methodologies under both traditional and PPP financial schemes. In 2012 Miguel started to take ownership of the development of part of the European organization, including operations in Spain and Poland, while assisting in integrating Hill International's office in Spain with the rest of Hill International's European Organization.



**Jan Trojak, CSOB, Czech Republic**  
Executive Director

Since 2004 Jan has acted as head of the project finance team in Československá obchodní banka, a.s.. His team is responsible mainly for project and structure finance, primarily in the power, water, telecommunication and transport sectors. Furthermore, he is personally involved in PPP financing activities in CR and co-financing of projects supported by EU infrastructure funds. He graduated as a machinery engineer at CVUT technical university in Prague, then finished the Banking Institute in Prague and completed the Central European Academy of the KBC group. He is a member of the steering committee of the Czech Association for Infrastructure Development as well as a participating member of the Society for the Development of Road Transportation.



**Stefan Van Garsse, ZNA Antwerp Hospital Network, Belgium, External Relations Manager**  
Stefan Van Garsse is external relations manager of the Antwerp ZNA-hospital group. He is project manager for the building of a hospital in the centre of Antwerp that will be constructed via PPP. Prior to this function, Stefan worked for Belgian healthcare government.



**Frank Van Herwijnen, The Government Buildings Agency, The Netherlands, Director PPP**

Frank went to the University of Utrecht, where he studied in the Dutch Law program, main subject Administrative Law with a European Law specialization. He also applied a US-Dutch International Relations course at the United Nations in New York. From 2009 until now Frank has been departmental head of DBFMO (Design, Build, Finance, Maintain and Operate) & international housing in the Dutch Government Buildings Agency. Since 2010 he has also served as that agency's deputy director of the Projects department. The department is responsible for designing and building the large and complex accommodation projects of the Government Buildings Agency. Before joining the Building Agency Frank worked for almost a decade at the Ministry of Housing, Spatial Planning and the Environment. As Directorate-General for Environmental Management, Sustainable Production department, his position served several functions: initiating and implementing new policy, advising members of the government, producing legislation and regulations as well as delegation leader in Brussels in expert meetings of the European Commission and in negotiations on new directives and regulations.



**Jan van Schoonhoven, UNECE-Economic Cooperation and Integration Division Switzerland, Executive Programme Leader International PPP Centre of Excellence**

Mr Jan van Schoonhoven is seconded to UNECE in Genève as the Executive Programme Leader International PPP Centre of Excellence. This initiative is promoting and disseminating best practices on PPP. Secondly, as counsellor on PPP, Jan van Schoonhoven also is a specialist for PPP policy and experience for multilateral organisations in Geneva and bridging the gap between the Multilaterals, the International Financial Institutions, PPP policy and projects. Mr van Schoonhoven is a member of the IPFA, the non-profit Project Finance organisation promoting PPP and Member of the Board of the PPP Centre of the Republic of Kazakhstan. He is also a regular moderator of many PPP events in the Netherlands and abroad, as the Astana Economic Forum.



**Antonia Whitecourt, ING Bank, UK**  
Associate, Infrastructure Finance and Advisory

Antonia joined ING Bank in 2008. Since joining the Infrastructure Finance team in London, Antonia has extensively worked on acquisition, project, PPP/PFI and whole business securitisation financings across several sectors in Europe and Australia including regulated utilities, airports, transport, ports and social infrastructure. Most recently, Antonia worked with institutional investors and on ING's PEBBLE initiative. Antonia has a BSc in Economics with Continental Studies from University of Bristol, UK.



**Fabian Zuleeg, European Policy Centre Belgium, Chief Economist**

Fabian Zuleeg is Chief Economist at the EPC and is in charge of the European Political Economy Programme. He leads the EPC's work in the Economic Policy Forum, working closely with decision-makers in European institutions. He is responsible for the EPC's work on the Economic and Monetary Union, industrial policy, the European Single Market (in particular the Digital Single Market), European labour markets, the EU budget and PPPs, health and well-being, and environment and energy issues. His current work focuses on the economic and Euro crises, Europe's economic future and the future sustainability of Europe's economic and social models in light of challenges such as demographics. He is particularly interested in how European policy and economic governance can address Europe's dual growth crisis: a low aggregate growth rate and growth divergence, which increases disparities between countries. Fabian regularly comments on current economic issues in the EU in the media. He also chairs and contributes to a wide range of debates, conferences and seminars and has researched and published widely on European economic and social policies.