


INFRASTRUCTURE DIALOGUE 2017

28 - 29 June, Villa Kennedy, Frankfurt



INFRASTRUCTURE -
PICKING UP THE PIECES?

BIG PICTURE TOPICS

- > What is infrastructure – (Re-) Defining the asset class?
- > New technologies & Smart cities – Investment potential, threat or reaching for the stars?
- > Investors & Regulations – Hurdles and drivers?

INVESTMENTS

- > Investing in high price environments – How do investors respond?
- > Direct- and co-investments in infrastructure – Where are the low hanging fruit?
- > Infrastructure debt investments – How to generate good returns?
- > Emerging regions – What's hot, what drives the markets?

FINANCE

- > Are new financing models having an impact?
- > German Road Infrastructure – Financing, Hurdles & Solutions?
- > Storage & renewables – Continued momentum?

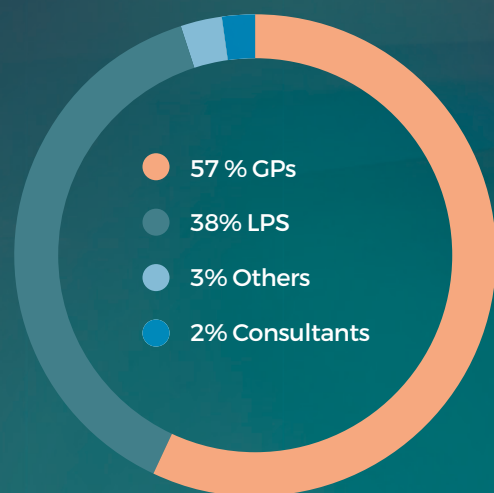
SECTORS

- > Energy Infrastructure – What regions offer most potential?
- > Communication infrastructure – Identifying institutional investors & fund of funds for a good fit
- > Transport infrastructure – Where are the best opportunities?

AMONG THE ATTENDEES HAVE BEEN SO FAR:

3i • Aberdeen AM • Acciona Concessions • Adenium • Advanced Power • Allianz Capital Partners • Allianz Global Investors • AMP Capital • AP1 • APG Am • Arcus Infrastructure • Ardian • atp • Aviva Investors • Bastion Infrastructure Group • BayernLB • BBGI SICAV • Bouwfonds Communication Infrastructure • Bundesministerium für Wirtschaft und Energie • CMS • Colas • Colville Partners • Commerzbank • Cube Infrastructure Fund • Dalmore Capital • DB Private Equity • DC Placement Advisors • DEGES • Deka Bank • Delamore & Owl Group • Deutsche Aerzteversorgung Westfalen Lippe • Deutsche Bank • DIF • dogus • EBRD • Edmond de Rothschild AM • EFG Hermes • egis • EIB • Eimrail • First State Investments • Global Infrastructure Partners • Greystone Managed Investments • Guelermak • Harvard ESG • Harvard • Hastings Fund Management • HSH Nordbank • I Squared Capital • IDI Gazeley • IFC • IFM • Infracapital • InfraRed Capital Partners • ING-DiBa • Intesa Sanpaolo • Jlc Investment Advisor • John Laing Capital Management • KfW-IPEX Bank • KGAL • KKR • Kommunalkredit Austria • La Banque Postale AM • Lancashire County Pension Fund • Landesbank Baden-Württemberg • Legal & General • Lightsource Renewable Energy • Macquarie • Mainstream Renewable Power • MAPPP, Directorate General, Treasury France • Margeruite Advisor • Mena Infrastructure • Meridiam • Meridiam Infrastructure • MetLife • Merseyside Pension Fund • Moody's • Morgan Stanley Infrastructure • Mott MacDonald • Natixis • Nord LB • Northland Power • Norton Rose Fulbright • NRW.Bank • OECD • OPIC • Orascom Construction • Partners Group • pbb Deutsche Pfandbriefbank • PCCM • PCCM Investments • PWC Germany • PWC Kenya • Rivage Investment • Rubicon Infrastructure Advisors • Santander Global Banking & Markets • SEB • Setterwalls • Stadt Nuernberg • Stafford Capital • Swiss Life AM • The Worldbank Group • UBS • Ulanitzki Partners • UniCredit Bank • VBD • VIFG • Vinci Concessions France • Vinci Concessions Germany ...and many more.

ATTENDEE BREAKDOWN



DEAR LADIES AND GENTLEMEN,

Welcome to the third annual international Infrastructure Dialogue on 28 – 29 June in Frankfurt!

As a growing asset class, Infrastructure is attracting ever more investors. There are still concerns, just as last year, about high asset prices and a shortage of profitable investment opportunities.

Guided by the motto "Infrastructure - Picking up the pieces?", we will discuss political and economic factors driving infrastructure and how to operate in a period of dramatic transformations.

“As our bias is predominantly outside the UK, the currency effects are positive but the potential for market instability is a concern as are the potential effects of reductions in global trade and therefore global growth. I am also concerned that market participants remain too sanguine on the potential risks. There does seem to be a general Panglossian view of outcomes at the moment”

says Mike Jensen,
Co-Chief Investment Officer of Local Pensions Partnership.

Discuss successful strategies in times of political transformation. Find out more and explore the best markets and segments in Infrastructure.

More than 180 senior experts in infrastructure will get together in an informal and clubby setting in order to share insights through dynamic tailor-made sessions and the exclusive networking club, the Dialogue. Join us, get to know other leaders and find new business opportunities.

We are happy to discuss the advantages of joining the Dialogue Club with you - either on the program, as a delegate or sponsor.

See you soon in June,

Yours sincerely,

Florentina

SEHR GEEHRTE DAMEN UND HERREN,

Willkommen zum dritten internationalen Infrastructure Dialogue am 28. – 29. Juni 2017 in Frankfurt!

Das Investitionsvolumen waechst kontinuierlich. Der Wettbewerbsdruck treibt die Preise fuer hochwertige Anlagen weiter in die Hoehe.

Das diesjaehrige Motto lautet: "Infrastructure - Picking up the pieces?" und somit wird dieses Jahr untersucht, inwieweit Infrastruktur als wachsende Asset-Klasse von politischer und wirtschaftlicher Instabilitaet betroffen ist und wie Risiken minimiert werden koennen:

“As our bias is predominantly outside the UK, the currency effects are positive but the potential for market instability is a concern as are the potential effects of reductions in global trade and therefore global growth. I am also concerned that market participants remain too sanguine on the potential risks. There does seem to be a general Panglossian view of outcomes at the moment”

so Mike Jensen,
Co-Chief Investment Officer of Local Pensions Partnership.

Diskutieren Sie Strategien zur Minimierung politischer und wirtschaftlicher Risiken und optimaler Investitionsstrategien. Hier finden Sie heraus, welche Maerkte und Segmente sich besonders gut fuer Infrastrukturinvestments eignen.

Mehr als 180 internationale und deutsche Experten der Branche werden in dynamischen und massgeschneiderten Diskussionsrunden zusammenkommen.

Seien auch Sie dabei. Knuepfen Sie Kontakte zu den anderen Entscheidungstraegern . Werden Sie Mitglied unseres Klubs. Gern tauschen wir uns mit Ihnen ueber die Vorteile der Programmteilnehmer, einfacher Teilnehmer oder Partner (Sponsoren) aus.

Wir freuen uns darauf, Sie bald im Juni zu sehen.

Mit freundlichen Grüßen,

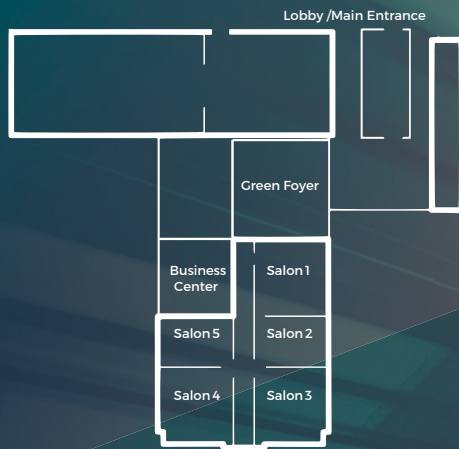
Florentina Freise



FLORENTINA
FREISE

Managing
Director
Dialogue Capital

AGENDA



GLOBAL MARKETS - DIGESTING EUROPEAN AND US POLITICS, TURNING TO ECONOMICS AGAIN?

AGENDA

28 JUNE, DAY 1

- 14:00 - 14:45 Program
- 14:45 - 15:15 Networking Break
- 15:15 - 16:00 Program
- 16:00 - 17:00 Reception with drinks

29 JUNE, DAY 2

- 09:00 - 10:00 Keynote & Industry Summaries
- 10:30 - 17:30 Dialogue Networking Club
- 10:30 - 11:30 Program
- 11:30 - 11:50 Networking Break
- 11:50 - 12:50 Program
- 13:00 - 14:15 Lunch Buffet
- 14:30 - 15:30 Program
- 15:30 - 16:00 Networking Break
- 16:00 - 17:00 Program

KEYNOTE



**CARSTEN
BRZESKI**

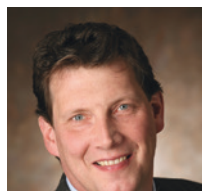
Chief Economist,
ING-DiBa

WHAT IS INFRASTRUCTURE - (RE-) DEFINING THE ASSET CLASS?



**EUGENE
ZHUCHENKO**

Director
LTIA



**BURKHARD
EGBERS**

Managing Director
Deka Bank



**MIKE
JENSEN**

Co-Chief Investment
Officer
Lancashire County
Pension Fund



**ARNAUD
JUDET**

Country Manager
Germany
Vinci Concessions

NEW TECHNOLOGIES & SMART CITIES - INVESTMENT POTENTIAL, THREAT OR REACHING FOR THE STARS?



**JEAN
CHRISTOPHE**

Managing Director
pbb Deutsche
Pfandbriefbank



**SALIM
BENSMAIL**

Director
MAPPP Directorate
General of the
Treasury, France



**MICHAEL
REUTHER**

Director
Ardian



**BERNWARD
KULLE**

Member of the
Executive Board
ÖPP Deutschland

INVESTING IN HIGH PRICE ENVIRONMENTS - HOW DO INVESTORS RESPOND?



**HAN
CLAESSENS**

Director
PGGM



**MICHAEL
PFENNIG**

Managing Director
Allianz Capital
Partners



**ANDREW
CHARLES-
WORTH**

Director
John Laing Capital
Management



**BRUNO
ERBEL**

Investment Director
Margeruite Fund



**BOE
PAHARI**

Global Head and
Managing Partner
Infrastructure Equity
AMP Capital



**ULRIK DAN
WEUDER**

Head of Global Direct
Investments
atp

SESSIONS

DIRECT- AND CO-INVESTMENTS IN INFRASTRUCTURE – WHERE ARE THE LOW HANGING FRUIT?



**ERIK
JAN STORK**

Senior Sustainability
Specialist
APG AM



**OSKAR
BACKMAN**

Investment Manager
Real Assets
API



**ALISTAIR
RAY**

Co-Founder
Dalmore Capital



**DOMINIK
VON-SCHEVEN**

Vice President
Deutsche Asset
Management
DB Private Equity



**TOBIAS
FRANSSON**

Head of Alternative
Investments
AP4

FUNDRAISING – HOW HAVE THE DYNAMICS BETWEEN LPS & GPS CHANGED?



**STEPHANE
DUHR**

Director
3i



**LEYLAND
OTTER**

CIO
Meyerside Pension
Fund



**SHANE
SWORDS**

Head of Equity
Fundraising
Lightsource
Renewable Energy

NEW MECHANISMS FOR INFRASTRUCTURE INVESTORS – HOW TO MAKE PROJECTS BANKABLE, SPEED UP PROCESSES AND CREATE NEW MARKETS?



**ANDREAS
GEORGOULIS**

Professor
Harvard



**KARSTEN
FUELSTER**

Regional Head
of Germany/
Switzerland/Austria
IFC



**ALBERTO
DIAZ DEL RIO**

Global Head
of Business
Development
Acciona Concessions



**JOHN F.
MORAN**

Senior Advisor Front
Office
OPIC



**RIK
JOOSTEN**

CEO
Egis Projects

MARKET CONDITIONS & DEFINING A NEW ROLE FOR BANKS – JUST LENDERS OR INTERMEDIARIES & ADVISORS?



JYOTI BISBEY

Program leader of the PPP Certification Program
The World Bank Group



MATTHEW NORMAN

Global Head of Infrastructure
Credit Agricole



HOLGER REINICKE

Senior Director Kredit Asset Management - Asset Distribution EMEA
Nord/LB

INFRASTRUCTURE DEBT INVESTMENTS – HOW TO GENERATE GOOD RETURNS?



RENE KASSIS

Managing Director
Head of Private Debt
La Banque Postale AM



JEAN-FRANCOIS DUSCH

Managing Director,
Global Head of Infrastructure & Structured Finance,
CIO Infrastructure Debt (BRIDGE)



EILIDH MACTAGGERT

Director Infrastructure and Project Finance Europe
MetLife



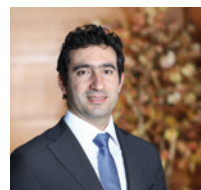
TIM CABLE

Head of European Infrastructure Debt
Hastings Fund Management



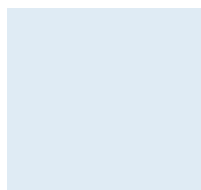
KIT HAMILTON

Managing Director
Head of MIDIS Investment Team
Macquarie



WAKIM WAKIM

Director Public Investment Finance
pbb Deutsche Pfandbriefbank



ARNAUD SEROUGNE

Co-Head of Origination
Rivage Investment



GEORG GRODZKI

ARE NEW FINANCING MODELS HAVING AN IMPACT?



MATHIAS WOITOK

Head of Division
Division Structured Finance
EIB



MARCUS KLEINER

Head of Origination
Logistics & Infrastructure
Corporate Clients
HSH Nordbank



MATTHEW JORDAN-TANK

Head of Infrastructure Policy and Project Preparation
EBRD



DAMIEN LEGRAND

Managing Director,
Head of Public Investment Finance France
pbb Deutsche Pfandbriefbank

SESSIONS

INVESTORS & REGULATIONS - HURDLES AND DRIVERS? INVESTOREN & REGULATIONEN - WEICHENSTELLUNG FÜR MEHR INVESTITIONEN? KÖNNEN STAAT & GESETZGEBER MEHR FÖRDERN? (GERMAN/ENGLISH)



HARTMUT FISCHER

Vorstand
VBD



DANIELA SCHOOF

Managing Director
Deutsche Bank



MARTIN MEURERS

Referatsleiter IA4
Finanzpolitik,
konjunkturpolitische
Koordinierung
Bundesministerium
für Wirtschaft und
Energie



LUTZ HORSTICK

Leiter Kapitalanlagen
Deutsche
Aerzteversorgung
Westfalen Lippe



TORSTEN BOEGER

Vorstand
VIFG



BODO BAUMBACH

CEO
DEGES



CHRISTIAN BEVC

Global Head of
Transport and Social
Infrastructure (PPP)
KfW-IPEX Bank



THILO ROSE

Senior Investment
Director
Meridiam Infrastructure

INFRASTRUCTURE INVESTMENTS - WHAT AREAS ARE ATTRACTING OPPORTUNISTIC AND PRIVATE EQUITY INVESTORS?



BAKR ABDEL WAHAB

Head of Infrastructure
Private Equity
EFG Hermes



ALEX NASSUPHIS

Director
First State
Investments

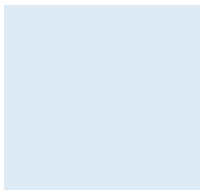
DEUTSCHE STRASSEN-INFRASTRUKTUR - FINANZIERUNGEN, HÜRDEN UND LÖSUNGEN?

GERMAN ROAD INFRASTRUCTURE - FINANCING, HURDLES & SOLUTIONS? (GERMAN SESSION, ENGLISH UPON REQUEST)

ENERGY INFRASTRUCTURE - WHAT REGIONS OFFER MOST POTENTIAL?

**CHRISTOPH
TOMAS**

Head of Project Asset
& Export Finance
Investment Banking
SEB

**PAUL
CORRIGAN**

Head of Corporate
Finance
Mainstream
Renewable Power

**VOLKER
HAEUSSER-
MANN**

Director
First State
Investments

**MARTIN
EBERHARDT**

CEO
Bouwfonds

**FRANK
HEISS**

Executive Director
Swiss Life AM

EMERGING REGIONS - WHAT'S HOT, WHAT DRIVES THE MARKETS? WHAT CONDITIONS ARE NEEDED TO ATTRACT PRIVATE SECTOR INVESTORS?

**MICHAEL
VOLKERMANN**

Managing Director
Deutsche Bank

**MATTHIAS
NEUGEBAUER**

Leiter Project Finance/
Structured Finance
Landesbank
Baden-Wuerttemberg

**THIJS
BAUER**

Managing Director
Colville Partners

**ROLF
ALTER**

Director of the Public
Governance and
Territorial Development
Directorate
OECD

**GERSHON
COHEN**

Head of Infrastructure
Aberdeen AM

**TURKEKUL
DOGAN**

CEO
Guelermak

**WIEBKE
SCHLÖMER**

Regional Industry
Head Infrastructure
Eastern Europe,
Central Asia, Middle
East & North Africa
IFC

**DECLAN
O'BRIEN**

Infrastructure
Strategist
Legal & General

**WASSEF
SAWAF**

CEO
Adenium Capital

**MARC
NEYRAND**

Direction du
développement -
Directeur de la zone
Europe, Moyen-Orient
et Afrique
Vinci Concessions

**GAUTAM
BHANDARI**

Partner
I Squared Capital

**ABDELLAH
BENHATTA**

Deputy Chief
Executive Officer/
Concessions Director
Egis Projects

SESSIONS

STORAGE & RENEWABLES – CONTINUED MOMENTUM?



**HURBINDER
MUDAN**

Managing Director,
Energy,
Renewables &
Infrastructure
Macquarie



**MARK
LEMMON**

Executive Vice
Chairman
Mena Infrastructure

TRANSPORT INFRASTRUCTURE – WHERE ARE THE BEST OPPORTUNITIES?



**MONIKA
HEIMING**

Executive Director
Eimrail



**ANDREAS
STARK**

Managing Director
STARK Equity & Value

INFRASTRUCTURE SECONDARIES – ‘NICHE’ WAS YESTERDAY; WHAT’S TOMORROW?



**INGO
MARTEN**

Managing Partner
Stafford Capital

PPP'S IN MATURE & EMERGING MARKETS – HOW TO BEST MINIMIZE RISKS?



**JYOTI
BISBEY**

Program leader of
the PPP Certification
Program
The World Bank
Group



**GÖKTUĞ
SECKINER**

Assistant General
Manager
dogus



**SALIM
BENSMAIL**

Director
MAPPP, Directorate
General, Treasury France



**JULIEN
GUÉRY**

Project Manager
Colas

VENUE: VILLA KENNEDY

VENUE & HOW TO GET TO THE INTERNATIONAL INFRASTRUCTURE DIALOGUE 2017

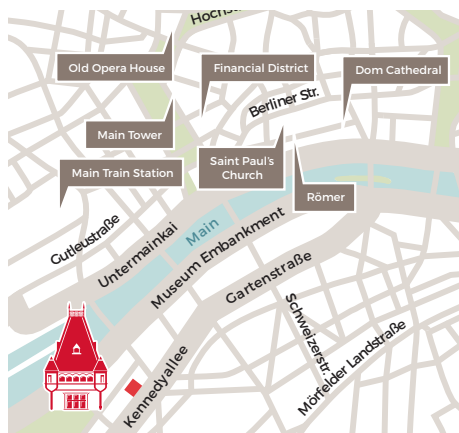
RESERVATIONS

Email:
reservations.villakennedy@roccofortehotels.com

Hotel-Booking line:
+49 (0) 69 717 121 430

ADDRESS OF VENUE:

Rocco Forte Hotel, Villa Kennedy
Kennedyallee 70
60596 Frankfurt



INFRASTRUCTURE DIALOGUE 2017 ("EVENT")

1. FEES FOR OFFICIAL PARTICIPANTS (PROGRAM) (PER PERSON) ("FEE")

CATEGORY	EARLY BIRD RATE	STANDARD RATE
	before or on 22nd April 2016	before or on 9th June 2016
Fee Official Participants (Programm)	<input type="checkbox"/> € 1695 + 19% VAT	<input type="checkbox"/> € 1895 + 19% VAT

2. DELEGATES FEES (PER PERSON) ("FEE")

CATEGORY	EARLY BIRD RATE	STANDARD RATE
	before or on 22nd April 2016	before or on 9th June 2016
Fee Delegate	<input type="checkbox"/> € 2195 + 19% VAT	<input type="checkbox"/> € 2395 + 19% VAT

3. BOOKING CONTACT DETAILS OF "ATTENDEE" AT INFRASTRUCTURE DIALOGUE 2015 (PASS 1)

TITLE: _____ JOB TITEL: _____ FIRST NAME: _____ SURNAME: _____

TELEPHONE: _____ FAX: _____ MOBILE: _____

EMAIL: _____

CONTACT DETAILS OF PERSON IN CHARGE OF TICKET BOOKING	FIRST NAME:	LAST NAME:
_____	_____	_____

JOB TITEL / EMAIL / TELEPHONE: _____

ORGANIZATION DETAILS	NAME:
_____	_____

ADDRESS: _____

POSTCODE: _____ COUNTRY: _____

- Yes, please:** The registered delegate wish to subscribe to our **e-newsletter** and wishes to receive more information.
- Yes, please:** I am interested in **Club-membership** and would like to receive more information. Some of the benefits are in short: opportunity to join the annual event for free, complimentary attendance at smaller Club meetings, being showcased in the exclusive directory and to have articles showcased for the benefit of other members at an annual membership fee.

4. PAYMENT METHODS (ALL FEES ARE STRICTLY PAYABLE IN ADVANCE)

- Credit Card:** Register and pay via the website (Paypal) at www.dialoguecapital.com/onlinepayment or email us at finance@dialoguecapital.com to pay online and we will issue you an e-invoice for credit-card payment (There will be a charge of 3,6% for email-based online-payments.) Tick as appropriate: Amex Visa Mastercard Eurocard

NAME AS IT APPEARS ON CREDIT CARD: _____ CARD NO: _____

EXPIRY DAY / 3/4 DIGITAL SECURITY NUMBER: _____ SIGNATURE OF CREDIT CARD HOLDER (FIRST AND LAST NAME): _____

- Bank transfer** (A booking fee of 75 Euros will apply for bank transfers. Bank transfers can be only made before May 21, 2016.) Payable to Dialogue Capital Ltd., HSBC Bank: Account Number: 76405897, Sort-Code: 40-05-15, IBAN: GB17 MIDL 4005 1576 4058 97 Swift address / BIC: MIDLGB22

[PRINT NAME "ATTENDEE"]: _____ SIGNATURE: _____ DATE: _____

SPECIAL RATE FOR HOTEL-ROOM BOOKINGS AT VENUE OF INFRASTRUCTURE DIALOGUE 2017

A hotel special discount of 69% will be applied by 25th of May 2017 to attendees who book a room at the venue of the event. Please quote "Infrastructure Dialogue 2017" to get the deal. This special deal is available on a first-come-first served basis.

BOOKING

4 EASY WAYS TO REGISTER

Online
www.dialoguecapital.com/onlinepayment
Email
info@dialoguecapital.com
Telephone
+ 44 (0) 203 287 6068
Post
Dialogue Capital Ltd,
395, Chapter Road, NW2 5NG London, UK

WHAT DOES YOUR TICKET INCLUDE?

All prices include events-entry, full documentation, lunch and refreshments. Access to networking club only provided to official participants (program) & sponsors. Upon registration you will receive a confirmation email including venue-details, a full agenda and contact information. All Attendees are responsible for the arrangement and payment of their own travel and accommodation.

5. TERMS AND CONDITIONS

Your Fee should be paid in full prior to attendance. If payment has not been received in accordance with paragraph 1 & 2, above, you will not be permitted to enter the Event.

Cancellations: Should you not be able to attend the Event, a substitute delegate may attend the Event on your behalf and at no extra cost. For avoidance of doubt, any substitute delegate must be notified to The Company no less than 48 hours prior to the Event.

If a suitable substitute delegate cannot be found, The Company shall be entitled to retain 65% of the Fee including VAT thereon and shall take reasonable steps to return the balance of the Fee to the Attendee within 14 days following the Event, provided cancellation is notified to The Company not less than 21 days prior to the Event.

In the event that cancellation is notified to The Company less than 21 days prior to the Event, The Company shall be entitled to retain 100% of the Fee including VAT thereon and in full and final settlement of the same.

Dialogue Capital reserves the right to change, amend, reschedule and cancel the Event on reasonable notice. In the event of cancellation by The Company, the Attendee shall be entitled to a full refund of the Fee to be arranged within 14 days of cancellation of the Event

I confirm that I have read and accepted The Company's terms and conditions and I am authorized to sign this document on behalf of the company.





CONTACT:

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EMAIL: info@dialoguecapital.com
www.dialoguecapital.com

PARTNER:

