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?

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?

ATTENDEE BREAKDOWN

- 57% GPs
- 38% LPS
- 3% Others
- 2% Consultants

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
- Atria
- 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
- Guerlerak
- Harvard ESC
t- Harvard
- Hastings Fund Management
- HSH Nordbank
- I Squared Capital
- ICI Gazley
- IFM
- InfraCapital
- InfraRed Capital Partners
- ING-DiBa
- Intesa Sanpaolo
- 3lc Investment Advisor
- John Laing Capital Management
- KfW-IPEX Bank
- 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
- Marguerite 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 Contraction
- Partners Group
- pbb Deutsche Pfandbriefbank
- PGCM
- PGCM 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.
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,


Das Investitionsvolumen wächst kontinuierlich. Der Wettbewerbsdruck treibt die Preise für hochwertige Anlagen weiter in die Höhe.

Das diesjährige Motto lautet: “Infrastructure - Picking up the pieces?” und somit wird dieses Jahr untersucht, inwieweit Infrastruktur als wachsende Asset-Klasse von politischer und wirtschaftlicher Instabilität betroffen ist und wie Risiken minimiert werden können:

“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 Investitionstrategien. Hier finden Sie heraus, welche Märkte und Segmente sich besonders gut für Infrastrukturinvestments eignen.

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


Wir freuen uns darauf, Sie bald im Juni zu sehen.
Mit freundlichen Grüßen,
Florentina Freise
# Agenda

### 28 June, Day 1

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>14:00 - 14:45</td>
<td>Program</td>
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<tr>
<td>14:45 - 15:15</td>
<td>Networking Break</td>
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<tr>
<td>15:15 - 16:00</td>
<td>Program</td>
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<tr>
<td>16:00 - 17:00</td>
<td>Reception with drinks</td>
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### 29 June, Day 2

<table>
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<tr>
<th>Time</th>
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<tbody>
<tr>
<td>09:00 - 10:00</td>
<td>Keynote &amp; Industry Summaries</td>
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<tr>
<td>10:30 - 17:30</td>
<td>Dialogue Networking Club</td>
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<tr>
<td>10:30 - 11:30</td>
<td>Program</td>
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<tr>
<td>11:30 - 11:50</td>
<td>Networking Break</td>
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<tr>
<td>11:50 - 12:50</td>
<td>Program</td>
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<tr>
<td>13:00 - 14:15</td>
<td>Lunch Buffet</td>
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<tr>
<td>14:30 - 15:30</td>
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<td>15:30 - 16:00</td>
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<tr>
<td>16:00 - 17:00</td>
<td>Program</td>
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### Keynote

**Global Markets - Digisting European and US Politics, Turning to Economics Again?**

**Carsten Brzeski**  
Chief Economist, ING-DiBa
WHAT IS INFRASTRUCTURE – (RE-) DEFINING THE ASSET CLASS?

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

INVESTING IN HIGH PRICE ENVIRONMENTS – HOW DO INVESTORS RESPOND?

EUGENE ZHUCHENKO
Director
LTIIA

BURKHARD EGBERS
Managing Director
Deka Bank

JEAN CHRISTOPHE
Managing Director
ppb Deutsche Pfandbriefbank

SALIM BENSMAIL
Director
MAPPP Directorate General of the Treasury, France

HAN CLAESSENS
Director
PCCM

MICHAEL REUTHER
Director
Ardian

BERNWARD KULLE
Member of the Executive Board
ÖPP Deutschland

BRUNO ERBEL
Investment Director
Margeruite Fund

BOE PAHARI
Global Head and Managing Partner
Infrastructure Equity
AMP Capital

ANDREW CHARLES-WORTH
Director
John Laing Capital Management

MIKE JENSEN
Co-Chief Investment Officer
Lancashire County Pension Fund

ARNAUD JUDET
Country Manager Germany
Vinci Concessions

MICHAEL PFENNIG
Managing Director
Allianz Capital Partners

ULRIK DAN WEUDER
Head of Global Direct Investments
atp
<table>
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<th>SESSIONS</th>
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<tr>
<td><strong>DIRECT- AND CO-INVESTMENTS IN INFRASTRUCTURE – WHERE ARE THE LOW HANGING FRUIT?</strong></td>
</tr>
</tbody>
</table>
| ERIK JAN STORK  
Senior Sustainability Specialist  
APG AM |
| OSKAR BACKMAN  
Investment Manager  
Real Assets  
AP1 |
| STEPHANE DUHR  
Director  
3i |
| LEYLAND OTTER  
CIO  
Meyerside Pension Fund |
| ANDREAS GEORGIOULIAS  
Professor  
Harvard |
| KARSTEN FUELSTER  
Regional Head of Germany/Switzerland/Austria  
IFC |
| ALBERTO DIAZ DEL RIO  
Global Head of Business Development  
Acciona Concessions |
| **FUNDRAISING – HOW HAVE THE DYNAMICS BETWEEN LPS & GPS CHANGED?** |
| ALISTAIR RAY  
Co-Founder  
Dalmore Capital |
| DOMINIK VON-SCHEVEN  
Vice President  
Deutsche Asset Management  
DB Private Equity |
| SHANE SWORDS  
Head of Equity Fundraising  
Lightsource  
Renewable Energy |
| JOHN F. MORAN  
Senior Advisor Front Office  
OPIC |
| RIK JOOSTEN  
CEO  
Egis Projects |
| **NEW MECHANISMS FOR INFRASTRUCTURE INVESTORS – HOW TO MAKE PROJECTS BANKABLE, SPEED UP PROCESSES AND CREATE NEW MARKETS?** |
| TOBIAS FRANSSON  
Head of Alternative Investments  
AP4 |
SESSIONS

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

- René Kassis
  Managing Director Head of Private Debt La Banque Postale AM

- Jean-Francis Dusch
  Global Head of Infrastructure & Structured Finance CIO Infrastructure Debt (BRIDGE)

- Eilidh Mactaggert
  Director Infrastructure and Project Finance Europe MetLife

- Matthew Jordan-Tank
  Head of Infrastructure Policy and Project Preparation EBRD

- Damien LeGrand
  Managing Director Head of Public Investment Finance France pbb Deutsche Pfandbriefbank

- Arnaud Serougné
  Co-Head of Origination Rivage Investment

- Georges Grodzki

- Holger Reinicke
  Senior Director Kredit Asset Management – Asset Distribution EMEA Nord/LB

- 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

- Mathias Woitok
  Head of Division Structured Finance Europe EIB

- Marcus Kleiner
  Head of Origination Logistics & Infrastructure Corporate Clients HSH Nordbank

INFRASTRUCTURE DEBT INVESTMENTS – HOW TO GENERATE GOOD RETURNS?

- Matthew Norman
  Global Head of Infrastructure Credit Agricole

- René Kassis
  Managing Director Head of Private Debt La Banque Postale AM

- Jean-Francis Dusch
  Global Head of Infrastructure & Structured Finance CIO Infrastructure Debt (BRIDGE)

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  Head of Division Structured Finance Europe EIB

- Marcus Kleiner
  Head of Origination Logistics & Infrastructure Corporate Clients HSH Nordbank

ARE NEW FINANCING MODELS HAVING AN IMPACT?

- Mathias Woitok
  Head of Division Structured Finance Europe EIB

- Marcus Kleiner
  Head of Origination Logistics & Infrastructure Corporate Clients HSH Nordbank

- Arnaud Serougné
  Co-Head of Origination Rivage Investment

- Georges Grodzki

- Holger Reinicke
  Senior Director Kredit Asset Management – Asset Distribution EMEA Nord/LB

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  Head of European Infrastructure Debt Hastings Fund Management

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- Wakim Wakim
  Director Public Investment Finance pbb Deutsche Pfandbriefbank

- Mathias Jordan-Tank
  Head of Infrastructure Policy and Project Preparation EBRD

- Damien LeGrand
  Managing Director Head of Public Investment Finance France pbb Deutsche Pfandbriefbank
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

DEUTSCHE STRASSEN-INFRASTRUKTUR – FINANZIERUNGEN, HÜRDEN UND LÖSUNGEN?
GERMAN ROAD INFRASTRUCTURE – FINANCING, HURDLES & SOLUTIONS? (GERMAN SESSION, ENGLISH UPON REQUEST)

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

BAKR ABDEL WAHAB
Head of Infrastructure
Private Equity
EFG Hermes

CURRENT MARKET CONDITIONS IN EUROPE – PORTFOLIO-DIVERSIFICATION. WHAT WORKS, WHAT DOESN’T?

ALEX NASSUPHIS
Director
First State Investments
<table>
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<th>Sessions</th>
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</thead>
<tbody>
<tr>
<td><strong>Energy Infrastructure – What Regions Offer Most Potential?</strong></td>
<td>Christoph Tomas&lt;br&gt;Head of Project Asset &amp; Export Finance&lt;br&gt;Investment Banking&lt;br&gt;SEB&lt;br&gt;&lt;br&gt;Paul Corrigan&lt;br&gt;Head of Corporate Finance&lt;br&gt;Mainstream Renewable Power&lt;br&gt;&lt;br&gt;Volker Haeusser-Mann&lt;br&gt;Director&lt;br&gt;First State Investments&lt;br&gt;&lt;br&gt;Martin Eberhardt&lt;br&gt;CEO&lt;br&gt;Bouwfonds&lt;br&gt;&lt;br&gt;Frank Heiss&lt;br&gt;Executive Director&lt;br&gt;Swiss Life AM</td>
</tr>
<tr>
<td><strong>Communication Infrastructure – Identifying Institutional Investors &amp; Fund of Funds for a Good Fit</strong></td>
<td>Michael Volkermann&lt;br&gt;Managing Director&lt;br&gt;Deutsche Bank&lt;br&gt;&lt;br&gt;Matthias Neugebauer&lt;br&gt;Leiter Project Finance/Structured Finance&lt;br&gt;Landesbank Baden-Württemberg&lt;br&gt;&lt;br&gt;Thijs Bauer&lt;br&gt;Managing Director&lt;br&gt;Colville Partners&lt;br&gt;&lt;br&gt;Rolf Alter&lt;br&gt;Director of the Public Governance and Territorial Development Directorate&lt;br&gt;OECD&lt;br&gt;&lt;br&gt;Gershon Cohen&lt;br&gt;Head of Infrastructure&lt;br&gt;Aberdeen AM&lt;br&gt;&lt;br&gt;Turkekul Dogan&lt;br&gt;CEO&lt;br&gt;Guelmak&lt;br&gt;&lt;br&gt;Wiebke Schlömer&lt;br&gt;Regional Industry Head Infrastructure&lt;br&gt;Eastern Europe, Central Asia, Middle East &amp; North Africa&lt;br&gt;IFC</td>
</tr>
<tr>
<td><strong>Emerging Regions – What’s Hot, What Drives the Markets? What Conditions Are Needed to Attract Private Sector Investors?</strong></td>
<td>Declan O’Brien&lt;br&gt;Infrastructure Strategist&lt;br&gt;Legal &amp; General&lt;br&gt;&lt;br&gt;Wassef Sawaf&lt;br&gt;CEO&lt;br&gt;Adenium Capital&lt;br&gt;&lt;br&gt;Turkekul Dogan&lt;br&gt;CEO&lt;br&gt;Guelmak&lt;br&gt;&lt;br&gt;Wassef Sawaf&lt;br&gt;CEO&lt;br&gt;Adenium Capital&lt;br&gt;&lt;br&gt;Declan O’Brien&lt;br&gt;Infrastructure Strategist&lt;br&gt;Legal &amp; General&lt;br&gt;&lt;br&gt;Gershon Cohen&lt;br&gt;Head of Infrastructure&lt;br&gt;Aberdeen AM&lt;br&gt;&lt;br&gt;Turkekul Dogan&lt;br&gt;CEO&lt;br&gt;Guelmak&lt;br&gt;&lt;br&gt;Wiebke Schlömer&lt;br&gt;Regional Industry Head Infrastructure&lt;br&gt;Eastern Europe, Central Asia, Middle East &amp; North Africa&lt;br&gt;IFC</td>
</tr>
</tbody>
</table>
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
Einrail

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
INFRASTRUCTURE DIALOGUE 2017 (“EVENT”)

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

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>EARLY BIRD RATE</th>
<th>STANDARD RATE</th>
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<tr>
<td>Fee Official Participants (Programm)</td>
<td>€1695 + 19% VAT before or on 22nd April 2016</td>
<td>€1895 + 19% VAT before or on 9th June 2016</td>
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2. DELEGATES FEES (PER PERSON) (“FEE”)

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<td>Fee Delegate</td>
<td>€2195 + 19% VAT before or on 22nd April 2016</td>
<td>€2395 + 19% VAT before or on 9th June 2016</td>
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3. BOOKING CONTACT DETAILS OF “ATTENDEE” AT INFRASTRUCTURE DIALOGUE 2015 (PASS 1)

- TITLE
- JOB TITLE
- FIRST NAME
- LAST NAME
- TELEPHONE
- FAX
- MOBILE
- EMAIL
- CONTACT DETAILS OF PERSON IN CHARGE OF TICKET BOOKING
- FIRST NAME
- LAST NAME
- ORGANIZATION DETAILS
- NAME
- ADDRESS
- POSTCODE
- COUNTRY
- NAME: HOLDER (FIRST AND LAST NAME):
- SIGNATURE
- DATE
- EXPIRY DAY / 34 DIGITAL SECURITY NUMBER
- SIGNATURE OF CREDIT CARD HOLDER (FIRST AND LAST NAME)
- CARD NO.

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 online-payments.) Tick as appropriate: [ ] Visa [ ] Mastercard [ ] E-invoice
- Name as it appears on credit card:
- Expiry day / 34 Digital security number:
- Signature of credit card holder (first and last name):
- Card No.

- Print name: “ATTENDEE”:
- Signature:
- Date:

5. TERMS AND CONDITIONS

Your Fee should be paid in full prior to attendance. If payment has not been received in accordance with paragraphs 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 if 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, a substitute delegate may attend the 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.

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, restrict 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.

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. Please quote “Infrastructure Dialogue 2017” to get the deal. This special deal is available on a first-come-first-served basis.

4 EASY WAYS TO REGISTER

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info@dialoguecapital.com

Telephone
+49 (0) 285 287 6068

Post
Dialogue Capital Ltd.
595. 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 (Programm) & 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.

BOOKING

Read thisHopkins opportunities - today.

US INFRASTRUCTURE DIALOGUE 2017
NOVEMBER - NEW YORK CITY