

# PROMOTING

# PPP INVESTMENTS IN CEE

29<sup>th</sup> & 30<sup>th</sup> October 2007, Hotel Sofitel Budapest

An Interactive Roundtable Conference



**Zoltán Kazatsay**  
Deputy Director General  
**DG Energy and Transport**  
**European Commission**



**Frantisek Steiner**  
Assistant Minister  
**Ministry of Justice**  
**Czech republic**



**Mate Jurisic**  
Assistant Minister  
**Ministry of the Sea, Tourism, Transport and Development**  
**Croatia**



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



**Balázs Báthory**  
Deputy CEO  
**Wallis Real Estate**  
**Hungary**



**Jim Kernan**  
Director for Public Sector in CEE/CIS  
**Pricewaterhouse-Coopers**



**Izet Bajrambasic**  
Assistant Minister  
**Ministry of Communication and Transport**  
**Bosnia & Herzegovina**



**Dobrinka Krasteva**  
Head of Strategic Investments Department  
**Ministry of Finance**  
**Bulgaria**



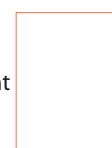
**Ciprian Gorita**  
Counsellor, PPP Central Unit  
**Ministry of Public Finance**  
**Romania**



**Bohdan Hejduk**  
Director General, State Budget Management  
**Ministry of Finance**  
**Czech Republic**



**Andris Parups**  
Deputy Director PPP, Economic Policy Department  
**Ministry of Economics**  
**Latvia**



**Gabriele Pasquini**  
Presidency of the Council of Ministers  
**Italian PPP Task Force**  
**Italy**

## ALSO SPEAKING FOR YOU:

**Béla Kilyénfalvi**, Head of Structured Finance, **ING Bank**

**Marczel Babczynski**, Director, **Erste Corporate Finance**

**Robin Earl**, Senior Banker, **EBRD**

**Dr. András Timár**, Professor, **University of Pécs**

**Antonis Mavropoulos**, CEO, **EPEM SA**

**Péter Köves**, Partner, **Köves Clifford Chance**

**Erik Aal**, Project Manager, **Ministry of Economy and Transport, Hungary**

**Wilfried Rammler**, COO, **Hochtief PPP Solutions**

**Nicoletta Zappatini**, Head of Public Sector Origination, **Calyon**

**Jirí Petrák**, Managing Director, **Mott MacDonald Praha**

**György Gáldi**, Head of Large Corporate & Structured Finance Directorate, **K&H Bank**

**Peter Snelson**, Director Project Development, **Atkins**

**Jan Snajdr**, CEO, **PPP Association, Czech Republic**

## WHAT DOES THIS EVENT OFFER:

- short presentations of government intentions combined with **roundtable discussions with government representatives** of 10+ CEE countries and international institutions
- unique **networking opportunity** with the most influential PPP players
- informal discussions with high-level government representatives at the **conference dinner**
- sponsor led **workshops**
- **case study** debates of running PPP projects

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European PPP Center

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## Day 1 Monday 29<sup>th</sup> October 2007

8:30 Registration & Coffee

**9:00 Opening Remarks from the Chair**  
**Dr. András Timár**, Professor, **University of Pécs**

**9:10 Keynote Welcoming Address**  
Ministry of Finance, **Hungary**

**9:25 PPP from European Commission's perspective**

- General features of PPP projects in the transport sector
- What are the main rules and considerations at EU level regarding
- Some examples of PPP implementation in the EU
- The applicability of EU funding for transport infrastructure PPP

**Zoltán Kazatsay**, Deputy Director General, **DG Energy & Transport, European Commission**

**9:40 Innovation in PPP schemes**

- invitation to EIB

**9:55 Investing in Development through PPP**

- **Robin Earl**, Senior Banker, **EBRD**

**10:10 PPPs in the view of the World Bank**

- 
- invitation to World Bank

10:30 Coffee Break

### **10:50 PRESENTATION OF PPP STRATEGIES FROM COUNTRY REPRESENTATIVES**

15 minutes presentations by government representatives summarizing current and expected PPP developments. Countries presenting in this session: Hungary, Poland, Italy, Romania, Bulgaria, Czech Republic,

*Confirmed representatives:*

**Bohdan Hejduk**, Director General, State Budget Management, **Ministry of Finance, Czech Republic**

**Gabriele Pasquini**, Presidency of the Council of Ministers, **Italian PPP Task Force, Italy**

**Ciprian Gorita**, Counsellor, PPP Central Unit, **Ministry of Public Finance, Romania**

**Dobrinka Krasteva**, Head of Strategic Investments Department, **Ministry of Finance, Bulgaria**

12:20 Coffee Break

### **12:45 PRESENTATION OF PPP STRATEGIES FROM COUNTRY REPRESENTATIVES**

15 minutes presentations by government representatives summarizing current and expected PPP developments. Countries presenting in this session: Bosnia & Herzegovina, Croatia, Serbia, Greece, Latvia, Turkey, Russia

*Confirmed representatives:*

**Izet Bajrambasic**, Assistant Minister, **Ministry of Communication and Transport, Bosnia & Herzegovina**

**Mate Jurisic**, Assistant Minister, **Ministry of the Sea, Tourism, Transport and Development, Croatia**

**Leonidas Korres**, Special Secretary, **Ministry of Economy and Finance, Special Secretariat for PPP, Hellenic Republic**

**Andris Parups**, Deputy Director PPP, **Economic Policy Department, Ministry of Economy, Latvia**

### **14:00 Free Roundtable Discussions with Government Representatives and Lunch Buffet**

Each roundtable will have an assigned chairman – the government representatives of the invited countries. Everybody will be welcome to join any roundtable at any time during this session. Lunch buffet will be served during this session.

### **15:30-17:30 Workshops**



### **18:30-21:30 Conference Dinner**

Attended by a Guest of Honor

**4 easy ways to register:**

• Email: [conference@epppc.hu](mailto:conference@epppc.hu) • call: +421 376 969 211 • fax: +421 376 969 290 • online: [www.epppc.hu](http://www.epppc.hu)

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## Day 2 Tuesday 30<sup>th</sup> October 2007

8:30 Morning Coffee

9:00 KEYNOTE WELCOMING ADDRESS

### PANEL: HUNGARIAN PPP PROJECTS

9:15 **M6 Project - Successful Continuation of Phase I - Subsequent Phases**  
Ministry of Economy and Transport, Hungary

9:30 **Electronic Toll Collection**

9:45 **Ferihegy Airport PPP**

10:00 **Government District**

10:15 **Questions & Answers**

10:20 Coffee Break

### PANEL: DRIVERS OF SUCCESS OF PPP PROJECTS

11:00 **Reserved for Sponsors**

11:10 **Reserved for Sponsors**

11:20 **Reserved for Sponsors**

11:30 **Key Success Factors of Hungarian PPP Projects**  
Péter Köves, Partner, Köves Clifford Chance

11:40 **Questions & Answers**

### PANEL: FINANCING PPP PROJECTS

11:50 **Reserved for Sponsors**

12:00 **Making PPP Projects Bankable**  
Béla Kilyénfalvi, Head of Structured Finance, ING Bank

12:10 **Hybrid Financing of PPP Projects**  
James Kernan, Director for Public Sector in CEE/ CIS, PricewaterhouseCoopers

12:20 **Financing Transportation Investments**  
Nicoletta Zappatini, Head of Public Sector Origination, Calyon

12:30 **Questions & Answers**

12:40 Lunch

### PANEL: ROAD INFRASTRUCTURE PROJECTS

14:00 **Reserved for Sponsors**

14:10 **Maliakos-Kleidi Motorway, Greece**  
Wilfried Rammler, COO, Hochtief PPP Solutions

14:20 **Comparison of some European Road PPP Projects**  
Peter Snelson, Project Development Director, Atkins

14:30 **The present and future of the Czech D3 Project**  
Jiri Petrák, Managing Director, Mott MacDonald Praha

14:40 **Questions & Answers**

### PANEL: SOCIAL INFRASTRUCTURE PROJECTS

14:50 **Reserved for Sponsors**

15:00 **Construction and Operation of Guarded PPP Prisons**  
Frantisek Steiner, Assistant Minister, Ministry of Justice, Czech republic

15:10 **University Projects in Hungary**  
Balázs Báthory, Deputy CEO, Wallis Real Estate

15:20 **PPPs in Healthcare - Experience from Czech Republic**  
Marcel Babczynski, Director, Erste Corporate Finance

15:30 **Questions & Answers**

15:40 Coffee Break

### PANEL: MUNICIPAL PPP PROJECTS

16:00 **Drivers and Barriers for the implementation of PPP in solid waste management**  
Antonis Mavropoulos, CEO, EPEM SA

16:10 **Water Treatment Projects in CEE**

16:20 **Risk Management of Municipal PPP Projects**  
György Gáldi, Head of Large Corporate & Structured Finance Directorate, K&H Bank Hungary

16:30 **A Case Study of Czech Experiences**  
Jan Snajdr, CEO, PPP Association, Czech republic

16:40 **Questions & Answers**

16:50 Farewell Networking

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### About Sponsors & Supporting Organizations



EPEM covers a wide range of services for environmental protection and management. Our services range from research programs to waste, environmental and resources management studies, and reach up to licensing support and preparation of public and private projects.

Furthermore, we provide all the input, from the initial concept, up to the construction details and the operational support of environmental projects, including project management and training.

Moreover, EPEM is a pioneer in the construction and operation of waste and wastewater treatment infrastructure under PPP schemes in Greece. EPEM is closely working with the regional/prefectural/municipal authorities and is in constant collaboration with the Central authorities for the preparation of several projects in the field of waste and wastewater treatment to be procured as PPPs.

The high quality of the services that we provide to our clients is among our main goals. EPEM is certified for its Quality Management System according to the international standard EN ISO 9001:2000.



IPFA is the industry's international, independent, not for profit Association dedicated to promoting and representing the

interests of governments and private sector companies involved in project finance and Public Private Partnerships throughout the world.

IPFA was founded ten years ago to clarify the issues and provide a better understanding of the concept and practice of PPPs; members are policy makers, industry specialists and government representatives in many fields and many countries. IPFA is at the heart of best practice, transferring knowledge across country boundaries and between sectors, training the industry and encouraging innovation.

We are here to serve the project finance industry, please visit our website at [www.ipfa.org](http://www.ipfa.org) and contact the IPFA team on +44 (0)20 7620 1883 or email [admin@ipfa.org](mailto:admin@ipfa.org) to find out how the IPFA can assist your organisation.



BULGARIA ECONOMIC FORUM is an organization, founded by Bulgarian and international private companies, Bulgarian state institutions and non-government organizations in 1998 with the main objectives to promote the business environment of Southeast Europe to potential foreign investors and to facilitate the dialogue between the government and the business.

For more information please visit BEF's website at: [www.biforum.org](http://www.biforum.org)

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[ ] 1 795 EUR + 20 % VAT

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[ ] 250 EUR + 20 % VAT

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[ ] 3<sup>rd</sup> and subsequent delegates - 200 EUR off from registration price \*

[ ] 10% off for IPFA and Czech PPP Association Members

\*Available for delegates from one organization & location attending the same conference.

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