



## Infrastructure Dialogue 2016 – 22<sup>nd</sup> – 23<sup>rd</sup> June, Frankfurt

Among the key official participants on the program are:



Kerry has had an extensive involvement in infrastructure and in PPP's over the past 20 years. Her involvement with infrastructure has been across the range of core and non-core sectors and as: a provider of debt financing, developer of specialist debt capital markets products for infrastructure, as an infrastructure bond issuer and investor as well as an advisor to governments, private sector project and issuers and investors in infrastructure. She is currently a Board Member of the London Pension Funds Authority as well as Macquarie Point Development Corporation.

**Kerry Auby,  
Board Member, Pension Funds Authority London, Australia**



Thomas Alberghina, Team Head, is responsible for PPP business at KfW IPEX-Bank GmbH. After working as a securities trader at Istituto Bancario San Paolo di Torino, he transferred to Commerzbank, where he worked in a variety of functions including international export and project finance. In 2001 he joined Bankgesellschaft Berlin, where he worked in the area of capital market transactions and was responsible for credit trading as well as the systems and processes in the lending business. He has worked for KfW IPEX-Bank GmbH since 2004. Mr Alberghina and his team help German and European clients with PPP financing,

**Thomas  
Alberghina, Team Head, PPP, KfW-IPEX, Germany**



**Oliver Andrews,  
Executive  
Director, CIO, African Finance Corporation, Nigeria**

Oliver is the Executive Director and Chief Investment Officer of the Africa Finance Corporation. His oversight functions include end to end origination and execution of transactions for AFC.

An entrepreneurial engineer and transport economist with extensive background in engineering, transport and project finance. Oliver has over 30 years' experience in the infrastructure sector as an infrastructure project, developer, financier and strategic adviser. He has successfully directed numerous infrastructure deals in Africa leading project development teams providing strategic, policy, programs and commercial advice on infrastructure development issues to development financial institutions, international blue chip corporations, and Governments both in Africa and Europe



**Bodo Baumbach, Managing Director, DEGES, Germany**

Since 2009 Managing Director of DEGES Deutsche Einheit Fernstraßenplanungs- und -Bau GmbH. 1992 — 2008 various senior positions at DEGES - 1987 — 1991 Federal Ministry of the Interior - Manager and Head of Finances of one of the branches - Studies of business administration in Hagen and Berlin, 2006 Diploma (German FH) - Studied political sciences in Dresden, 1987 Diploma (German Dipl.-Staatswissenschaftler) - A-Levels (German Abitur) 1983 - Born in 1965.



**Salim Bensmail,  
Director, Mission d'Appui aux Partenariats Public-Prive (MAPPP), Directorate General of the Treasury, France**

Salim Bensmail heads the PPP Unit at the French Treasury Department. He previously held various positions in the financial services industry and at the City of Paris, including Deputy- Director for Financial Affairs in charge of PPPs and Director for Economic Development. He was involved in the structuring of a wide range of infrastructure projects, including water management, stadiums, convention centers, and highways / toll roads. Salim is a graduate of Ecole Nationale d'Administration and Institut d'Etudes Politiques de Paris and holds an MPhil in Economics from the University of Cambridge.



**Ian Berry, Head  
of Infrastructure, Aviva Investors, UK**

Ian Berry leads the Infrastructure fund management business at Aviva Investors. Since joining in 2009, Ian has led the growth of the infrastructure capability to provide a range of yield-driven investment solutions for clients through acquiring and managing infrastructure assets and infrastructure debt. The team manages assets across the infrastructure spectrum, including low carbon and social infrastructure, transportation and energy sectors both in the UK and conti. Europe. He has over 19 years' experience in infrastructure finance as a fund manager, investor, debt provider and financial adviser, with previous roles at BlueCrest Capital, Ambac Assurance and Deutsche Bank.



Christian Bevc, Senior Director and Global Head Transport & Social Infrastructure at KfW IPEX-Bank GmbH. Christian is a trained Banker and holds a degree in Business Administration from the University of Frankfurt. Prior to his current assignment he held various management positions in both Origination & Structuring as well as in Risk Management within KfW Group and for an Investment Bank.

**Christian Bevc, Senior Dir. & Global Head Transport & Social Infrastructure, KfW-IPEX Bank, Germany**



Jyoti is leading the technical assistance on PPPs in Kazakhstan and Tajikistan from the WBG. Her work focuses on enabling environment for project financing, financial viability, PPP liability management and structuring of PPP options. Her current portfolio includes designing public support mechanisms and backstops to PPP projects, energy sector financial recovery and risk mitigation tools, shaping PPP filters, developing financial modeling tools and harmonizing definitions for private capital. Her recent work encompasses South America, Vietnam, Russia and Ethiopia in transport, water and energy sectors.

**Jyoti Bisbey,  
Infrastructure Finance Specialist, PPP, World Bank Group, USA**



Prof. Torsten R. Böger has been CEO of VIFG since 2003. He has 20 years of experience in developing and financing infrastructural-projects. After starting as a financial adviser with Bayerische Vereinsbank (now Unicredit), he managed the German Infrastructure Finance Division of PricewaterhouseCoopers. His responsibilities included the realisation of national and international project financing as well as the development and implementation of Public Private Partnerships. He gives regular lectures in Project Finance and PPP at the University of Technology, Braunschweig. In January 2011 he was appointed honorary professor.

**Torsten Böger,  
Managing Director, VIFG, Germany**



**Tim Cable, Head of European Infrastructure Debt, Hastings Funds Management, UK**



Han Claessens joined PGGM in 2009 as investment director for equity investments in infrastructure. At PGGM he was responsible for a number of transactions in the transportation, utility and PPP sector. Before that, Han worked for 19 years at ING Bank. Since 1994 he has been involved in nearly all sectors of debt arranging for project finance and gained extensive experience of transactions. In 2005 Han became head of the infrastructure team in Amsterdam. As Managing Director, he focused on infrastructure projects in Europe. Han holds a degree in econometrics from the Erasmus University of Rotterdam.

**Han Claessens,  
Investment Director Infrastructure, PGGM Investments, The Netherlands**



As the Head of Infrastructure Funds at Aberdeen Asset Management, the leading European asset management group ranked by AUM (\$400bn), Gershon Cohen is responsible for the leadership and continued development of an infrastructure funds platform consisting of 7 unlisted funds and \$3bn of institutional investment under management. The funds are managed by a recognized and experienced team based in London, Edinburgh, Paris, Madrid and Sydney and invest in infrastructure projects underpinned by long term government contracts predominantly in social and economic infrastructure.

**Gershon Cohen,  
Head of Infrastructure, Alternatives, Aberdeen Asset Management, UK**



Thierry Déau is Chairman and Chief Executive Officer of Meridiam, a leading independent global investor and asset manager specializing in public and community infrastructure founded in 2005. He began his career in Malaysia with the construction firm GTM International. He then joined France's Caisse des Dépôts et Consignations where he held several positions with its investment and development subsidiary Egis Projects. During his tenure at Egis he headed up international operations for the Egis Group executive committee, served on its risk management committee.

**Thierry Déau,  
Founding Partner, CEO, Meridiam Infrastructure, France**



Frank Dornseifer is Managing Director of Bundesverband Alternative Investments e.V. (BAI), the German lobby organization for the Alternative Investment industry. After admission to the German Bar in 2000 he practised various years as attorney in an international law firm before joining the German Financial Regulator BaFin as deputy head of the policy unit within the investment management department. In this function he also represented BaFin in the Investment Management Committee of IOSCO. Mr. Dornseifer is co-editor of legal commentaries on the German Investment Act and on the AIFM Directive. German Bundestag, EU commission and European Parliament denominated him several times as expert on capital market law.

**Frank  
Dornseifer, Managing Director, BAI, Germany**



Michael Ebner, 48 years old, is Spokesman of the Management Board of KGAL Investment Management GmbH & Co. KG. In this position he takes responsibility for the Infrastructure departments: transaction, asset and portfolio management with a total asset under management of around EUR 2.4 Billion, funded by various institutional funds, retail funds and individual mandates. Furthermore, he takes responsibility for Debt Investments, Human Resources, Structuring as well as Marketing and Communications.

**Michael Ebner,  
Managing Director, KGAL Investment Management, Germany**



Bruno Erbel is Investment Director at Marguerite. Since 2010 he supervised four investments for the Marguerite Fund in the offshore wind (C-Power / Belgium, Butendiek/ Germany) and the transport (Zagreb Airport, N17/N18 Highway / Ireland) sectors. Previously, Bruno was responsible for bidding and developing concession & ppp projects on behalf of John Laing. Prior to that, he worked at the project finance department of Bouygues Construction where he was in charge of Central & Eastern Europe. Bruno is a graduate from ENPC and TUM. He has over 15 years' experience in project finance and infrastructure investments.

**Bruno Erbel,  
Investment Director, Margeruite, France**



Claus Fintzen is a Portfolio Manager of the AllianzGI Infrastructure Debt Team in London. The infrastructure debt platform was created in 2012 in order to develop the institutional market for this asset class and to originate suitable transactions for the Allianz Group and certain external institutional investors. So far the team invested in excess of EUR2.6billion in projects of the transportation, social infrastructure and utility sector. Before joining AllianzGI Claus spent eight years at MBIA /Trifinium as a Director, where he was involved in a variety of transactions, including transportation, social housing, renewables, real estate and corporate debt, and was responsible for the initiation and structuring of transactions in Germany and Austria. Before joining MBIA/Trifinium Claus spent nine years at Citigroup, working in the structured finance, securitisation and alternative risk transfer departments.

**Claus Fintzen,  
Director  
Infrastructure  
Debt, Allianz Global Investors, UK**



**Karsten Fülster,  
Country  
Manager  
Germany,  
Switzerland & Austria, IFC, Germany**

Karsten Fülster is the Representative of the International Finance Corporation (IFC) for Germany, Austria and Switzerland based in Frankfurt. His objective is to assist companies in implementing their growth strategy in emerging markets. Before that Karsten was the regional Sector Lead for IFC's investments in Natural Resources (Oil & Gas and Mining) in Eastern Europe and Central Asia as well as Northern Africa and the Middle East. Prior to his assignment in Turkey, Karsten was responsible for Business Development of IFC's Infrastructure and Natural Resources business in East Asia Pacific.

His team is providing long term equity and debt financing with the objective of strengthening the sustainability of these project or corporate investments.



**Andreas  
Georgoulis, Professor, Harvard ESG, USA**

Prof. Andreas Georgoulis is an expert on sustainable infrastructure and large scale developments. He researches and teaches at Harvard GSD since 2005. Currently he leads the Infrastructure 360 Awards in Latin America with the Inter-American Development Bank, an interdisciplinary effort to assess health impacts of cities, and research on waste-to-energy facilities. He developed the Zofnass Economic Tool, a comprehensive quantitative model that monetizes the external costs and benefits of infrastructure, and has collaborated with Obermeyer as well as Hochtief. He has consulted for the Economist Intelligence Unit and the UNDP, and led urban developments in Cameroon, Saudi Arabia and Pakistan.



**Jesus Gonzalez-  
Torrijos, Managing Director, Rubicon Infrastructure Advisors, Ireland**

Rubicon Infrastructure Advisors (Rubicon Dublin), *Managing Director*  
September, 2012 – present

- Rubicon ranked first in Spain and Ireland, sixth in Europe and ninth Globally for core infrastructure advisors in InfraDeals' 2015 trend report.
- Selected transactions:
  - o Advisor to Comsa in the sale of a portfolio of infrastructure assets to Allianz Capital Partners and Bastion Infrastructure Group
  - o Advisor to Cointer, Sando and Cajamar in the sale of its entire stake in Metro de Malaga to Macquarie and OFI Infravia
  - o Advisor to ACI in the sale of a significant minority participation in Metro Ligero Oeste to Aberdeen



**Georg Grodzki, UK**



**Volker Häussermann, Director, First State Investments, Germany**



Ian Hawkesworth is Head of PPP and Capital Budgeting at the Public Governance and Territorial Development Directorate at the OECD. In this capacity he manages the Network of Senior Infrastructure & PPP Officials and the South East Asia Regional Policy Network on PPPs and Connectivity. He is responsible for country specific reviews, government advisory, and comparative studies. He is a contributor to the G20 Infrastructure Investment Working Group. Ian also works on issues regarding public financial management and leads reviews of budgeting. Before, Ian was Head of Section in the Budget Department of the Ministry of Finance in Denmark.

**Ian  
Hawkesworth, Head PPP & Capital Budgeting, OECD, France**



**Frank Heiss, Executive Director Infrastructure Investments, Swiss Life AM, Switzerland**



**Matthew Jordan-Tank, Head of Infrastructure Policy, EBRD, UK**



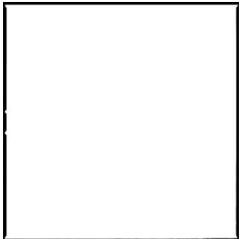
Sule has over 21 years of experience working on a variety of Project Finance/Financial Advisory, M&A, Private Equity, Bank Acquisition projects. She is currently working as the Deputy Country Director for Turkey at EBRD. Prior to that, she worked as Head of Financial Advisory for PCF based in Istanbul and as a Managing Director in Unicredit Group, representing Unicredit CIB for its financial advisory, structured and project finance activities across all industry sectors including infrastructure, PPPs, energy, commodity industries, oil and gas. She was responsible for structuring and arranging of several transportation, infrastructure, PPP and privatisation projects in Turkey.

**Sule Kilic,  
Deputy Director, Turkey, EBRD, Turkey**



Since January 2012, Bernward Kulle is member of the executive board of ÖPP Deutschland AG (Partnerschaften Deutschland). Previously, Bernward Kulle was member of the executive board of HOCHTIEF Concessions AG, responsible for all PPP-investments (25 PPP-projects of social infrastructure, 8 road-PPP-projects, 2 renewable energy-projects). Between 2005 and 2011 he served as founder and spokesperson of the managing board of HOCHTIEF PPP Solutions. Bernward Kulle was responsible for the development of nowadays 6 business units in Europe, North- and South America and aprox. 170 employees.

**Bernward Kulle,  
Member of the Executive Board, ÖPP Deutschland, Germany**



**Cledan Mandri-Perrot, Head of PPP, World Bank, Singapore**



**Bahati Morara, Associate Director, PwC, Kenya**



**Martin Meurers, Referatsleiter IA4, Bundesministerium für Wirtschaft und Energie, Germany**



**Alex Nassuphis, Director, First State Investments, Germany**



Born in 1978, Moritz Nelles is a graduate of the Technical University of Munich and holds an MBA. He joined the VINCI Group in 2011 as Project Director and is in charge of the VINCI Concessions Development activities in Germany, Poland and Slovakia. Before joining VINCI he held a variety of advisory positions in London and Luxembourg advising commercial banks and public authorities in relation to the development, procurement and financing of public infrastructure and PPP projects within the social and transportation infrastructure sector.

**Moritz Nelles,  
Project Director, VINCI Concessions, Germany**



**Matthias Neugebauer, Head of Project Finance / Structured Finance, LBBW, Germany**



Dr. Michael Pfennig ist Managing Director bei Allianz Capital Partners und leitet das Infrastruktur Team in München. Er wechselte 2004 zur ACP und hat seitdem auf einer Vielzahl von Transaktionen sowohl im Infrastruktur- als auch im Private Equity-Bereich gearbeitet. Dr. Pfennig sitzt in verschiedenen Aufsichtsratsgremien europäischer Unternehmen. Vor seinem Wechsel zur ACP war er für die Deutsche Bank (Corporate Finance), McKinsey (Corporate Finance & Strategy) und Siemens (Corporate Risk Management) tätig.

**Michael Pfennig,  
Managing Director, Allianz Capital Partners, Germany**



**Michael Reuther, Director, ARDIAN, Germany**



**Harald Riedel, Stadtkämmerer, Stadt Nürnberg, Germany**



Mr. Sawaf is a CEO of Adenium Energy Capital, an investment company, specializing in the investment and development of clean energy and alternative energy-related sectors. Adenium mandate is to build a diversified global portfolio of clean energy assets with an initial focus on the solar practiced. Mr. Sawaf served as CEO of Kazareen Textile Company's ("KTC") North American and Asian operations. American market. Mr. Sawaf is a member the Entrepreneurs' Organization ("EO") and Young President's Organization ("YPO") where he takes an active role in global networking and leadership events.

**Wassef Sawaf,  
CEO, Adenium Energy Capital, UAE**



Ms. Schloemer is a proven emerging market financier, with around 20 years of experience in project / corporate finance and private equity in energy, transport, utilities and telecom / technology. She currently heads IFC's Infrastructure investments across Eastern Europe, Middle East and North Africa, managing investments of around US\$5 billion. Prior to this role, she led IFC's Infrastructure business in East Asia. Before joining IFC, Ms Schloemer was with the European Investment Bank in Luxembourg, and DEG, the German Investment Corporation, working on infra debt and equity transactions in Africa, Asia and Eastern Europe.

**Wiebke Schlömer, Regional Industry Head, Infrastructure, Eastern Europe, Central Asia, Middle East & North Africa, IFC, Turkey**



**Frank Schramm, Co-CEO, BBGI, Luxembourg**



**Ashok Sridharan, Oberbürgermeister, Stadt Bonn, Germany**



Erik-Jan Stork is senior sustainability specialist at APG Asset Management. As APG's lead climate expert he represents APG in the board of the Institutional Investor Group on Climate Change (IIGCC) since 2012. The main responsibility of Erik Jan is the integration of environmental, social and corporate governance factors into the investment process. From 2008 he was responsible for the integration of ESG issues in APG's Listed Equities portfolios. Since 2015 he leads the ESG integration in Real Estate and Infrastructure portfolios. In 2015 he was appointed at the first Chair of the Infrastructure Advisory Board of GRESB which composes of 10 founding members and oversees the development and of a global standard for ESG reporting for infrastructure assets. The first infrastructure assessment will start in April 2016. In 2014 Erik Jan lead an asset classes wide project assessing the possible impact to APG's investments in energy of potential changes in climate and energy policies and technological breakthrough. Prior to joining APG Erik Jan was a sustainability adviser at KPMG Sustainability (1999-2008), and before that was responsible at Shell for the first company-wide inventory of greenhouse gases (1988-1999).

**Erik-Jan Stork,  
Head of  
Sustainability Infrastructure & Real Estate, APG Asset Management, The Netherlands**



**Dr. Christoph Tomas, Director, Head of Project, Asset & Export Finance, Investment Banking, SEB, Germany**



**Dr. Gertrud Traud, Chief Economist, Helaba, Germany**



Romain Verzier has set up and has been heading the Structured Finance Department of Vinci Concessions for more than 10 years. Over the last years his team has raised more than Euro 15 billion for infrastructure projects such as airports, toll bridges, motorways, railways, stadiums, in France and abroad. Before joining Vinci, Romain spent 5 years working for another construction company, in the financial engineering department. He started his career as an investment banker and also worked three years at the French ministry of finance.

**Romain Verzier,  
Head of Structured Finance, VINCI Concessions, France**



**Matthias Voitok, Head of Division, Structured Finance & Joint Initiatives Central Europe,  
EIB, Luxembourg**

**...and many more.**