

PPP in CEE and SEE Summit

Promoting Public and Private Sector Initiatives

23rd – 25th April 2008, Vienna,
Hotel InterContinental



YOUR PRESTIGIOUS SPEAKER PANEL

PUBLIC SECTOR – GOVERNMENTAL REPRESENTATIVES

Laszlo Borbely, Minister of Development Public Works and Housing, **Romania**
Livia Stan, Ministry of Economy and Finance, Counselor to the PPP Central Unit, **Romania**
Marek Lendacký, Ministry of Finance, General Director, Section of Strategies, **Slovakia**
Peter Havrila, Ministry for Transport, Posts and Telecommunications, Director for Projects, **Slovakia**
Leonidas Korres, Ministry of Economy and Finance, Special Secretary, **Greece**
Diana Vaitiekuniene, Ministry of Finance, Head of PPP Project Management and Coordination Division, **Lithuania**
Bohdan Hejduk, Ministry of Finance, Director General, State Budget Management, **Czech Republic**
Jiří Hodač, Ministry of Transport, Deputy Minister Investment, Traffic Infrastructure & EU Funds Section, **Czech Republic**
Yulia Zvorykina, Ministry of Transport, Deputy Director Infrastructure Development and Investments, **Russia**
Mate Jurisic, Ministry of Sea, Tourism, Transport and Development, Assistant Minister for Infrastructure Projects, **Croatia**
Boryana Pencheva, Ministry of Finance, Head of Central Coordination Unit, Director of Management of EU Funds Directorate, **Bulgaria**
Dragan Penezic, Ministry of Trade, Deputy Minister, **Serbia**
Miranda Groff-Ferjancic, Ministry of Finance, Head of Department for Public Private Partnership, **Slovenia**
Andulis Zidkovs, Ministry of Transport and Communication, Deputy State Secretary, **Latvia**
Zita Kiraly, Ministry of Economy and Transport, PPP Advisor, **Hungary**
Julia Szücs, Ministry of Economy and Transport, Head of Department for Infrastructure Development Programmes, **Hungary**
Erik Aal, Ministry of Economy and Transport, General project manager of M6 III & II phase projects, **Hungary**
Jean-Yves Gacon, Ministry of Economy, Finance, and Industry, Project Director, PPPs, **France**
Gabriele Pasquini, Presidency of the Council of Ministers, Executive Manager, Member of the Italian PPP Task Force, **Italy**

PUBLIC SECTOR – MUNICIPAL REPRESENTATIVES

Gabor Demszky, City of Budapest, Mayor, **Hungary**
Irina Savina, City of Sofia, Deputy Mayor for Investments and Construction, **Bulgaria**
Bogdan Sosoaca, City of Bucharest, Managing Director for Investments Department, **Romania**
Alicja Zelichowska, City of Warsaw, Director of Investors Service Department, **Poland**
Alan Aleksandrowicz, City of Gdansk, Head of Economic Development Department, **Poland**
Bojan Stanojevic, City of Belgrade, City Manager, **Serbia**
Martins Menniks, City of Riga, Specialist of Investment and Development Project Division, City Development Department, **Latvia**

Senior PPP Experts

Igor Choma, National Motorway Company, General Director, **Slovakia**
Gunther Thaler, **ASFINAG**, Project Manager, **Austria**
Peter Snelson, **Atkins**, Director, PPP Consultancy Project Development, **UK**
Marcel Babczynski, **Erste Corporate Finance**, Director, **Czech Republic**

FIND YOUR REASONS TO ATTEND

Public-Private Partnerships are experiencing boom in the region of the Central and Eastern Europe. The experience has shown that both the public and the private sector do have a lot to share and discuss anytime they are brought together.

Being the authority behind one of the oldest and most successful conferences on private-public partnership in CEE, Jacob Fleming Group proudly presents the PPP in CEE and SEE Summit which is meant to provide a unique learning and networking opportunity.

Three days filled with practical workshops for the public sector, interactive discussion panels and hands-on case studies will let no question unanswered. Networking sessions are a great opportunity to meet your prospects and establish new business contacts that can grow to further partnerships.

- ▶ Find out about the current and upcoming PPP Projects in CEE and SEE
- ▶ Meet and interact with governmental and municipal representatives
- ▶ Discuss every aspect of the public-private partnership
- ▶ Get involved in the interactive panels and get your questions answered
- ▶ Learn through experience by listening to practical case studies
- ▶ Focus on road and health care sector

And much more...

WHO SHOULD ATTEND?

Governmental representatives, Municipality representatives, Contractors, Banks, Investors, Financial Advisers, Lawyers, Construction companies, Consultants, etc

DAY 1, April 23rd, 2008

Pre-Conference Workshop Session for the Public Sector

Public-Private Partnership (PPP) is at the heart of the new approach to public finance. The growing trend towards public-private partnering in Europe as a means of delivering public services is being driven by pressure on governments to comply with balanced budgetary requirements and new legislation, and to meet the demand of citizens for better quality services. Many of these PPPs are complex contracts, of high value and for a long period of time, which will influence the way public services are delivered in Europe for the foreseeable future.

The public sector in CEE often suffers from lack of knowledge and professional experience with the PPP framework. This series of practical workshops is a unique chance to learn from experienced PPP experts and get all their questions answered. Public sector representatives take part FREE OF CHARGE.

10:00 Registration and Coffee

10:40 Welcome Note from JFG

10:45 Opening Remarks from Chair

11:00 Workshop 1: Overview and updates on legal framework on PPP in CEE and SEE

- Outline of legal environment in the region and its impact on the PPP development
- How does the lack of legislation prevent successful PPP promotion?
- Concessions law and its implementation in PPP

Workshop leader to be confirmed

12:00 Workshop 2: Public Sector Comparator and Defining the Value for Money

- The role of PSC in the PPP Project
- PSC as a component of value assessment
- What are the common problems and how to overcome them

Peter Snelson, Atkins, Director, PPP Consultancy Project Development, **UK**

13:00 Networking Lunch Buffet

14:00 Workshop 3: Risk transfer and assessment in PPP projects

- Key risk areas in PPPs
- Identification, prioritization, and subsequent control of all eventualities that can endanger the projects' results
- Structuring of a risk analysis – Risk Transfer,
- The Role of the Private Sector Adviser in managing PPP Project Risks

Workshop leader to be confirmed

15:00 Workshop 4: Financial modeling for PPP projects

- Balance sheet treatment
- Tax, transaction, accounting and due diligence issues in relation to PPP/PFI projects
- Transaction evaluations and model reviews

Workshop leader to be confirmed

16:00 Conclusions by the Chair

16:30 Networking Cocktail Reception



DAY 2, April 24th, 2008

Interactive Panel Discussions

Public-Private Partnerships are about dialogue. To make these dialogues productive the parties involved need to learn about each others needs and expectations. This day will enable you to get involved into the interactive panel discussion addressing every single aspect of PPP, discussing successes and failures of PPPs, providing deep insights into the developments in the regions and outlining the current and planned PPP projects across the CEE and SEE.

8:30 Registration and Coffee

9:00 Welcome Note from JFG

9:05 Opening Remarks from Chair

9:15 Interactive Panel - Key Drivers of Successful PPP Projects

- Key government concerns
- Key private sector concerns
- Identifying the ultimate success factors in PPP projects
- Examples of PPP failures and what was behind
- Avoiding pitfalls

Jean-Yves Gacon, Ministry of Economy, Finance, and Industry, Project Director, PPPs, France

Marcel Babczynski, Erste Corporate Finance, Director, Czech Republic

9:45 Interactive Governmental Panel

The CEE governmental representatives will discuss their key success factors, challenges and obstacles with PPP projects. They will address planned and ongoing PPP projects.

Marek Lendacky, Ministry of Finance, General Director, Section of Strategies, Slovakia

Diana Vaitiekuniene, Ministry of Finance, Head of PPP Project Management and Coordination Division, Lithuania

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

Boryana Pencheva, Ministry of Finance, Head of Central Coordination Unit, Director of Management of EU Funds Directorate, Bulgaria

Miranda Groff-Ferjancic, Ministry of Finance, Head of Department for Public Private Partnership, Slovenia

Andulis Zidkovs, Ministry of Transport and Communication, Deputy State Secretary, Latvia

Zita Kiraly, Ministry of Economy and Transport, PPP Advisor, Hungary

Julia Szűcs, Ministry of Economy and Transport, Head of Department for Infrastructure Development Programmes, Hungary

11:00 Morning Coffee and Networking

11:30 Interactive Panel Legal Aspects of PPP Projects

- Contractual issues in PPP schemes
- Identifying the legal needs of PPP projects
- Long term issues in PPP contracts

Speaking slots reserved for sponsors

12:15 Interactive Panel Getting Insight into Financing PPP Projects

- Creating a commercial framework for programs that attract the interest of good-quality international bidders

- Careful selection targets and seeking to deliver the most competitive tender possible
- Hybrid financing of PPP projects

Speaking slots reserved for sponsors

13:30 Networking Luncheon Buffet

14:45 Interactive Panel In Focus: PPPs in SEE and Beyond

- Developments on PPPs beyond Central Europe – what are the key market drivers?
- Introducing PPP projects in Serbia, Croatia, Turkey and Greece

Leonidas Korres, Ministry of Economy and Finance, Special Secretary, Greece

Mate Jurisic, Ministry of Sea, Tourism, Transport and Development, Assistant Minister for Infrastructure Projects, Croatia

Dragan Penezic, Ministry of Trade, Deputy Minister, Serbia

15:30 Interactive Panel – PPP Projects in Romania

- Exploring the dynamic market of Romania and the ongoing development of PPPs from both public and private sector prospective

Laszlo Borbely, Minister of Development Public Works and Housing, Romania

Livia Stan, Ministry of Economy and Finance, Counselor to the PPP Central Unit, Romania

Peter Snelson, Atkins, Director, PPP Consultancy Project Development, UK

16:15 Afternoon Coffee and Networking

16:45 Interactive Municipal Panel

- Municipalities play an inevitable role in public private partnerships. Hear and discuss with the representatives of the major municipalities in CEE about their ongoing and planned projects.

Gabor Demszky, City of Budapest, Mayor, Hungary

Irina Savina, City of Sofia, Deputy Mayor for Investments and Construction, Bulgaria

Bogdan Sosoaca, City of Bucharest, Managing Director for Investments Department, Romania

Bojan Stanojevic, City of Belgrade, City Manager, Serbia

Martins Menniks, City of Riga, Specialist of Investment and Development Project Division, City Development Department, Latvia

17:45 Conclusions presented by the Chair

19:30 Gala Dinner

DAY 3, April 25th, 2008

Practical Case Studies

Case Studies provide a unique opportunity to learn and compare the knowledge gained through lessons learned in the course of a particular project. Listen to the experts and discuss about the selected projects from the road and healthcare sectors.

8:30 Registration and Coffee

9:00 Welcome Note from JFG

9:05 Opening Remarks from Chair

Focus on Selected Road Projects

9:15 ▶ CASE STUDY PPP Ostregion – Experience from Tender and Construction Phase

- Structure of Austria's first motorway PPP
- Lessons learned during the tender phase
- Challenges in the ongoing construction phase
- Future outlook
- Q&A

Gunther Thaler, ASFINAG, Project Manager, Austria

10:00 ▶ CASE STUDY Road Projects in Russia

- Including Western High Speed Diameter, Orlovski Tunnel, St. Petersburg – Moscow Highway

Yulia Zvorykina, Ministry of Transport, Deputy Director Infrastructure Development and Investments, Russia

10:15 Morning Coffee and Networking

10:45 ▶ CASE STUDY Road Project in Slovakia

- Outline of the PPP Situation on Slovakia
- D1 PPP Packages
- Further outlooks for the future
- Q&A

Peter Havrila, Ministry for Transport, Posts and Telecommunications, Director for Projects, Slovakia

Igor Choma, National Motorway Company, General Director, Slovakia

11:15 ▶ CASE STUDY Transport Projects in Czech Republic

- including Aircon Rail Project and D3 Project

Jiří Hodač, Ministry of Transport, Deputy Minister Investment, Traffic Infrastructure & EU Funds Section, Czech Republic

Speaking slots reserved for sponsors interested in these projects

11:30 ▶ CASE STUDY Municipal Projects in the Czech Republic

Marcel Babczynski, Erste Corporate Finance, Director, Czech Republic

12:15 ▶ CASE STUDY Hungarian Road Project - M6 Phase II and Phase III

Erik Aal, Ministry of Economy and Transport, General project manager of M6 III & II phase projects, Hungary

12:45 Networking Luncheon Buffet

14:00 ▶ CASE STUDY PPPs in Polish Municipalities

Alicja Zelichowska, City of Warsaw, Director of Investors Service Department, Poland

Alan Aleksandrowicz, City of Gdansk, Head of Economic Development Department, Poland

Representatives of City of Wroclaw to be confirmed

Experience with Healthcare Projects

14:15 PPP Development in the Healthcare Facilities: Lessons from Experience

- PPP in health care facilities: the State of the Art
- Lessons form Experience: New Mestre Hospital and "Four Hospitals Project" in Tuscany
- Results of the bilateral cooperation project between Italy and Bulgaria

Gabriele Pasquini, Presidency of the Council of Ministers, Executive Manager, Member of the Italian PPP Task Force, Italy

15:00 ▶ CASE STUDY Healthcare Projects in the CEE

Speaker to be confirmed

15:30 Conclusions presented by the Chair

15:40 Farewell Networking Coffee

Meet Our Comprehensive Speaker Panel



Livia Stan, Ministry of Economy and Finance, Counselor to the PPP Central Unit, **Romania**

Livia Stan started her professional career as a legal adviser for the Romanian Ministry of Transport, Construction and Tourism. Later on she became an international adviser for the Ministry of European Integration. In October 2005 she switched to her current position of the principal counsellor in the PPP Central Unit of the Ministry of Economy and Finance.



Leonidas Korres, Ministry of Economy and Finance, Special Secretary, **Greece**

Mr. Leonidas Korres is the Special Secretary for Public Private Partnerships (PPPs) in the Ministry of Economy and Finance of the Hellenic Republic, a position he holds since October 2005. The Special Secretariat identifies potential projects, supports public sector authorities in structuring PPPs, and monitors the implementation and the impact to the State budget. From April 2004 he served as Financial Advisor to the Minister of Economy and Finance, responsible for the preparation of the new legal framework that effectively created the PPP market in Greece. He was also entrusted with responsibility of monitoring the State's financial commitment to the Olympic Games budget and served as liquidator of the Organizational Committee for the Olympic Games Athens 2004 S.A.. Prior to his appointment as advisor to the Minister, he worked in the financial advisory sector, where he was involved in a number of projects in the fields of mergers and acquisitions, company valuations, financial restructuring and project finance. Mr. Korres is currently member of the board of directors of Hellenic Olympic Properties S.A., the company responsible for the exploitation of the Olympic venues and member of the board of directors of Tourism Development Corporation, the company responsible for the exploitation of state owned tourism properties.



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

Bohdan Hejduk is Director General of the State Budget Management Section at the Ministry of Finance of the Czech Republic. This Section is responsible for preparation, execution and monitoring of a state budget and a budgetary outlook, for preparation of a state final account and many similar things.

A part of this Section is also Unit for Regulation and Methodology of PPP Projects. He has nearly 40 years of budgetary experience out of which 23 years in the State Budget Department of the Federal Ministry of Finance of the former Czechoslovakia, 11 years at Supreme Audit Office of the Czech Republic and 3 years at the Ministry of Finance of the Czech Republic. Since 1993 he was at the Supreme Audit Office of the Czech Republic as Director of Department, Director General and Coordinator responsible for accession negotiations with the European Union in the area of auditing of public finance. His main responsibility was auditing of state budget and development of standard auditing methods in the area of financial and performance audit. In 2003 he was promoted as Director of the State Budget Department at the Ministry of Finance of the Czech Republic. He is also engaged in a reform of public finance in the Czech Republic which main task is consolidation of public finance and reduction of an excessive deficit of a state budget. He is also engaged in a development of programme budgeting, oriented on economy, efficiency and effectiveness of budgetary expenditures, multi-year budgeting, internal control, PPP projects.



Andulis Zidkovs, Ministry of Transport and Communication, Deputy State Secretary, **Latvia**

Andulis Židkovs is a graduate of Technical Faculty of Latvian University of Agriculture and of International Relations Institute of University of Latvia. He has a Master Degree of Business Administration. Andulis Židkovs started his career at the Ministry of Transport and Communications in 1997 in the capacity

of Senior Officer of Transit Policy Division, in 2001 was promoted as Director of Investment Department. Deputy State Secretary since January 2006, responsible for EU funds, transit policy and development projects, including PPP.



Zita Kiraly, Ministry of Economy and Transport, PPP Advisor, **Hungary**

Since 2006 Zita has worked as consultant Ministry of Economy & Transport, Republic of Hungary; consultant in Public Private Partnership (PPP) issues. As general secretary of the PPP Inter-Ministerial Committee of Hungary, Ms. Kiraly is responsible for managing the operation of the committee. This includes among

others the following tasks: (1) establish the agenda of the meetings (2) assist in

information sharing within the governmental sector (3) facilitate methodological development concerning PPPs in Hungary (4) generate reports and project monitoring analysis (5) liaison with international and local consultants and private investors (6) participate in EU initiatives. As experienced financial advisor, she is often asked to provide expert opinion on project financial models. Occasionally, she is also involved in project management.



Julia Szücs, Ministry of Economy and Transport, Head of Department for Infrastructure Development Programmes, **Hungary**

Ms Júlia Szücs works in the Ministry of Economy and Transport from February 2005. From the end of 2006 she holds a position Head of Department for Infrastructure Development Programmes. She organises and manages the Department taking account of measures, inboard and governor directions and controls the Department and its jobholders' work. She holds steadily several leader positions in Supervisory Boards (e.g. State Motorway Management Co. Ltd.; MÁV Property Management Co.; Hungarian Road Pb.Co.; GySEV Co.). Before these she worked in the business sector, e.g. in the Béres Befektetési Co. as a Property branch leader (2002-2005) and a Controller, financial analyser (2000-2002).



Jean-Yves Gacon, Ministry of Economy, Finance, and Industry, Project Director, PPPs, **France**

Jean-Yves GACON, 59, has a diversified professional experience both in private and public sector. After studies in engineering at Ecole Nationale Supérieure de Mécanique de Nantes, he joined in 1972 the Alstom shipyards in Nantes. In 1987, he graduated from the Ecole Nationale d'Administration (ENA) to become administrator within the French ministry of Finance. He worked then successively for the ministry of cultural affairs (Regional direction of cultural affairs – Pays de Loire, then Museums department of the ministry, French national library as managing director). He spent one year in 2001 at the French Education Minister cabinet as budget counsellor, then became general manager of the Paris VI university (Pierre et Marie Curie). In September 2005, he joined the "Mission d'Appui aux PPP" (PPP task force) with the French ministry of Finance, as project director.



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

Mr. Gabriele Pasquini is a member of Italian PPP Task Force. Executive manager of Presidency of the Council of Ministers. Prior to joining the PPP Task Force in June 2000, he was regulatory advisor to Ministry of Public Works and to Ministry of Treasury. In particular, he spent many years analysing the reform of public works regulatory framework. As far his experience in the private sector, he has been advisor to institutions and bodies operating in the field of support to disadvantaged areas with the aim of involving private investors. He holds a PhD in organization and activity of public administration from University of Rome "La Sapienza". Lecturer in Politecnico of Milan of "European Law"



Gabor Demeszky, City of Budapest, Mayor, **Hungary**

Gábor Demeszky was born in Budapest in 1952. He graduated at the Law Faculty of Budapest University. Gábor Demeszky was among those who signed the Act of Solidarity for Charta 77 in 1979. He became founder of SZETA, a Foundation to Help the Poor. At the end of 1981, together with former member of parliament László Rajk, they organized a publishing house named AB Independent Publishers. In spite of police raids, arrests and court orders they were able to start publishing, firstly with a collection about Polish resistance movements. Gábor Demeszky has also regularly participated in contributing samisdat paper Beszélő and several others. In 1984 the International Association of Publishers awarded him the Freedom to Publish Prize. He is one of the founders of the Network of Free Initiatives and of Alliance of Free Democrats. He was elected into the Executive Board of this party in 1989. He is also the founder and one of the directors of the Association to Save Children. At the first free election in the spring of 1990 he was elected Member of Parliament representing one of the constituencies of Budapest Capital. On October 31st, 1990 he was elected Mayor of Budapest. He also won the confidence of the citizens of Budapest at the elections in 1994, 1998, 2002 and 2006. On 13th June 2004 he was elected member of the European Parliament.

Meet Our Comprehensive Speaker Panel



Irina Savina, City of Sofia, Deputy Mayor for Investments and Construction, **Bulgaria**

Irina is currently working as Deputy Mayor of the City of Sofia from 2006 to present. She has successfully coordinated the creation of infrastructure regarding waste-water collection, replacement of the city drainage system, and correction of river beds. Also she has been responsible for the coordination of the restitution and maintenance of city-owned buildings such as schools, kindergartens, culture monuments, playgrounds, etc. Irina has developed and implemented programs designed to reduce energy consumption in Sofia. Apart from that she has been involved into communications to Bulgarian and international companies and organizations, and presented the ample business opportunities in Sofia during Bulgarian and international business forums and events. Prior to this position, Irina worked as a public relations manager for Microsoft Bulgaria and won the National PR award for introducing a new product in 2003.



Alan Aleksandrowicz, City of Gdansk, Head of Economic Development Department, **Poland**

Alan Aleksandrowicz has 14 years of extensive professional experience in law and public administration in Poland and the United States. He has spent many years providing foreign investors and local businesses with full legal and administrative assistance connected with investment projects in Poland. It has given him a wide knowledge of civil and commercial law, PPP, zoning and building regulations as well as the public procurement system. As Plenipotentiary of the Mayor of Gdansk for Business Service he runs the Economic Policy Department overseeing foreign direct investments, controlling, entrepreneurs assistance and tourism. He is a member of supervisory and management boards of the Pomeranian Special Economic Zone, Gdansk Entrepreneurship Foundation, Pomeranian Regional Tourism Organization and Gdansk Tourism Organization. Prior to the current assignment he held various posts in the foreign service and public administration. From 1999 to 2003 he was the Vice Consul of Poland in Chicago where he ran the Legal Department of the Polish Consulate General. He was also a co-founder of the School of American Law at the University of Gdansk and IIT Chicago-Kent College of Law. He is currently personally involved in different PPP enterprises including mix-use projects, road infrastructure etc.



Bojan Stanojevic, City of Belgrade, City Manager, **Serbia**

Since 2004 Bojan Stanojevic has been in charge of the office of the City Manager of Belgrade, where he is responsible for infrastructure projects, private-public partnerships (PPP), contacts with commercial banks and International Financial Institutions (IFIs), city trade unions, land development and support of foreign and domestic investments; Between 2000 and 2004 he acted as Vice President of the Executive Board of the City Assembly of Belgrade, in charge of infrastructure projects, relations with IFIs and city trade unions. In the period between 1996-2000 he was Vice President of the Executive Board of the Municipality of Vracar, in charge of infrastructure and communal affairs.



Martins Menniks, City of Riga, Specialist of Investment and Development Project Division, City Development Department, **Latvia**

Martins has become Head of International Project Division, Riga City Council's Development Department, Economical Board in January 2008. Before he was involved as Coordinator of European Commission's programme Intelligent Energy – Europe, project „Bottom Up to Kyoto“. He started to work for Riga City Council's Development Department, Economical Board in May 2006 as Specialist of Investment and Development Project Division. In January, 2007 Martins became Chief Specialist of Investment and Development Project Division at Riga City Council's Development Department, Economical Board. He also acted as Head of EU Grant programme "Technical help for Self governments and NGO to strengthen their capacity" (National programme Nr. VPD 5.3.1.activity). From January 2004 till August 2005 he was Project Coordinator of Project and International relations Division, Valmiera City Council.



Igor Choma, National Motorway Company, General Director, **Slovakia**

In his current position Mr. Choma acts as the General Director and the Chairman of the Board of Directors at Narodna diaľnicna spoločnosť, a.s (National Motorway Motorway Company). Prior to that he was the CEO of PROMA, s.r.o designer and consulting agency. Earlier his professional career included responsibilities of the Director of Constructional Plant at BCI, a.s. Žilina. At Váhostav, a.s. Žilina Mr. Choma was active as assistant of manager for building „The town heat station and garbage plant“, Schweinfurt, Germany, as well as project manager for building „ The water supply for the town Millerovo“, Rostov, Russia.



Gunther Thaler, ASFINAG, Project Manager, **Austria**

Gunther Thaler is currently Project Manager of ASFINAG Baumanagement GmbH, the construction management subsidiary of the Austrian motorway company ASFINAG. He joined ASFINAG in January 2004 and was involved in the complete procedure of structuring the first Austrian motorway PPP-project (PPP Ostregion – package 1) according to technical, legal and commercial issues for the public procuring entity ASFINAG. There he was, inter alia, responsible for the whole risk management process during the preparation of the tender documents and worked intensively on the development of an output-orientated service specification in compliance with the draft concession contract. He chaired a negotiation group in the tender negotiations with three shortlisted bidding consortia and was involved in the best-bidder evaluation procedure. Currently he carries out ASFINAG's contract management and supervising in the construction phase. Formerly he worked as a consulting engineer for geotechnical engineering and as a university research assistant for organisation and management. He holds two master degrees, one in civil engineering and one in business administration.



Peter Snelson, Atkins, Director, PPP Consultancy Project Development, **UK**

Peter Snelson is the Director responsible for the development of all International PPP/PFI public sector advisory services in Infrastructure Development for Atkins Transport. This role involves the provision of advisory services to National and Regional Governments worldwide, on the development of Public Private Partnerships to deliver major infrastructure projects with capital values ranging from € 0.0 Million to € .75 Billion. As well as being responsible for the overall delivery of the business his role in these services is as Project Director / Manager of multi disciplinary teams typically involving international legal and financial advisors as well as local legal, financial and technical advisors. His client base includes the International Finance institutions; EBRD, EIB and World Bank and the Governments of Slovenia, Romania, Hungary, Poland, Georgia and Croatia as well as the City of Prague.



Marcel Babczynski, Erste Corporate Finance, Director, **Czech Republic**

Marcel Babczynski is Director for PPP/infrastructure advisory services at Erste Corporate Finance. He also founded PPP Association in the Czech Republic and currently is a member of its Steering Committee. Prior to this, he worked in management consulting (KPMG, Arthur D. Little) and in investment banking (UBS). He has an extensive experience in project finance, strategy and organisation and risk management. Marcel holds a MBA program from the Rochester Institute of Technology and a MA at the Central European University. A citizen of the Czech Republic, he is a native speaker of Czech and speaks fluent English and Polish.

PPP in CEE and SEE Summit

Promoting Public and Private Sector Initiatives

23rd – 25th April 2008, Vienna

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Signatory must be authorized on behalf of contracting organisation

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Jacob Fleming Conference Fee

10% Early Bird Discount

(valid until 25th of January 2008)

Private sector € 2336

Public sector € 180

I will attend the pre-conference workshops on April 23, 2008 YES NO

Payment is required within 5 working days

WHO SHOULD ATTEND?

Governmental representatives, Municipality representatives, Contractors, Banks, Investors, Financial Advisers, Lawyers, Construction companies, Consultants, etc

Terms and Conditions:

1. Payment terms. Jacob Fleming ("JF") requires the full payment within 5 days after invoice has been issued. JF reserves the right to refuse entry to any client who has not paid their invoice. The registration fee includes: conference documentation, admission to all conference sessions, lunches and refreshments, admission to networking social events. The registration fee does not include: travel, hotel accommodation, transfers or insurance.

2. Hotel accommodation. Overnight accommodation is not included in the registration fee. A reduced rate may be available at the hotel hosting the event. The reservation form will be sent to the client after the venue has been confirmed, but no later than one month before the event begins.

3. Cancellation by client. The client has the right to cancel his/her participation in the event. Cancellation must be received by JF in writing, either by mail or fax. If the client cancels with more than one month's advance notice before the start of the event, JF shall be entitled to retain 50% of the amount for participation in the event (minimum of € 1198 per delegate). If the client cancels with one month's (or less) advance notice, or fails to attend the event, then the client shall not be entitled to any refund. Failure to attend an event shall not excuse a client from owing the full amount of the registration fee. A copy of the conference notes from the event will be sent to the client after the event is over in case of cancellation by the client.

4. Cancellation by JF. While every reasonable effort is made to adhere to the advertised program, circumstances can arise which may cause changes in the program, including but not limited to acts of terrorism, war, extreme weather conditions, compliance with government requests, orders and legal requirements, failure of third party suppliers to timely deliver, and failure to register the minimum target amount of attendees for a given event. JF reserves the right to change the content, date(s), location or venue and/or special features of an event, to merge the event with another event, or to postpone it or cancel it entirely as appropriate under the circumstances. Client agrees that JF shall not be liable for any cost, damage or expense which may be incurred by client as a consequence of the event being so changed, merged, postponed or cancelled and client agrees to hold JF harmless and to indemnify JF in case of liability caused by any such changes, mergers, postponements or cancellations.

5. Cancellation of the event. In case JF cancels an event, then JF may offer the client a full credit up to the amount actually paid by the client to JF. This credit shall be valid to attend any JF-sponsored events for up to one year after the date of cancellation by JF. The client shall not be entitled to this credit as a contractual right.

6. This contract shall be governed and construed in accordance with the laws of the Slovak Republic (not including its conflict of laws provisions). Any disputes arising out of this contract shall be brought before the courts of the Slovak Republic situated in the city of Bratislava in the Slovak Republic. At its sole discretion, JF may elect to bring any dispute arising under this contract to the jurisdiction of the courts in which the client's offices are located.

7. Any terms or conditions contained in the client's acceptance which contradict or are different from the terms and conditions of this registration document shall not become part of the contract unless individually negotiated with JF and expressly accepted by JF.