

2nd Annual

Municipal Projects in Poland

Finance & delivery: The role of the private sector

17-18 October 2012 | The Westin Hotel Warsaw

Conference | Exhibition

Join up to 200 leading experts in a dynamic networking and learning environment about the future of Municipal Projects in Poland and the opportunities for private sector involvement.

Our 6th event in the 2012 investment series will unite the public and private sectors in a series of dynamic sessions, aimed at promoting municipal projects in Poland. Key sessions include:

- Financing municipal projects
- Opportunities and challenges of PPP
- Healthcare
- Social infrastructure
- Municipal transport networks
- Waste and water management services (collection, sorting, recycling and disposal contracts)
- Municipal energy generation (waste to energy, biomass and biogas, solar and wind options)
- Energy efficiency
- Project pipeline - municipal showcase of future projects

The event will provide an in-depth analysis of investment and financing options, including debt, equity and structured financing, as well as offerings from private and corporate investors. A platform will be provided for government representatives from across Poland, building on the statements provided by the Ministry of Economy, Ministry of Regional Development and Ministry of Infrastructure from our 2011 event.

You will meet; municipalities, senior government officials, investment/private banks, private equity pension/insurance funds, construction/concession companies, specialist project financing advisors/consultants, legal firms and PPP/PFI experts from across Europe.

Whether you're looking to enhance your presence in the Polish market, meet new clients, learn about PPP or simply wanting to find out about the opportunities in Poland, this event will exceed all your requirements.



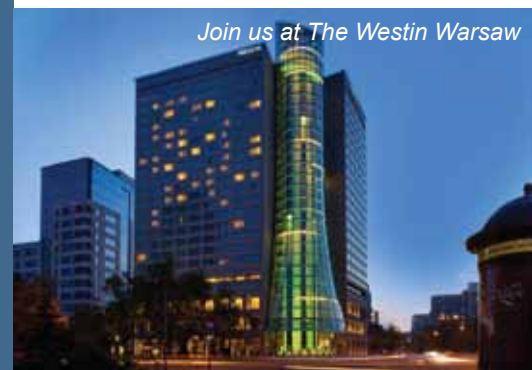
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Event Partners

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Speakers

Public sector

Tomasz Żuchowski, Head of Department of Spatial Development and Construction, Ministry of Transport, Buildings and Maritime Economy, Poland

Ewa Wnukowska, Director of Coordination and Implementation of Regional Programmes, Ministry of Regional Development of Poland

Krzysztof Siwek, Director of Individual Projects' Preparation, Ministry of Regional Development of Poland

Bogdan Nawrocki, Deputy Director at the Debt and Financial Policy, City of Warsaw Municipal Government Office, Poland

Paweł Pawłowski, Deputy Director, City of Warsaw Municipal Government Office, Poland

Zbigniew Michniowski, Deputy Mayor, City of Bielsko-Biala, Poland

Małgorzata Galazka-Sobotka, Member and Lecturer, National Health Fund Council (Uczelnia Lazarskiego, Rada Narodowego Funduszu Zdrowia) and Lazarski University

Szymon Konop, Project Manager, PKP SA, Poland

Financiers and investors

Barbara Cendrowska, Director, Public Sector Analysis and Finance Bureau, Bank Pekao S.A., Poland

Małgorzata Skucha, Vice President of the Board, National Fund for Environmental Protection (NFOSIGW), Poland

Mathias Pahlke, Head of Infrastructure Europe, NORD/LB, United Kingdom / Germany

Christos Kontogeorgos, Head of Holding Funds and Advisory Central and Southeastern Europe, JESSICA and Investment Funds, EIB, Luxembourg

Eugenio Leanza, Head of Division, JESSICA and Investment Funds, EIB, Luxembourg

Sławomir Listkiewicz, Deputy Director, Public Sector Analysis and Finance Bureau, Bank Pekao S.A., Poland

Marcel Babczynski, Head of Group PPP Advisory, Erste Group Bank, Czech Republic

Wojciech Gebicki, President, Wycliffe Management, Poland

Adam Jarmicki, Investment Manager, Penta Investments sp. z o.o., Poland

Jan Dziekański, Director and Head of Structured Finance and Advisory, BGK, Poland

Lukasz Dziekonski, Member of the Management Board, Marguerite 2020 Fund, Luxembourg / Poland

Piotr Galas, Director of Public Sector Clients, PKO Bank Polski S.A., Poland

Agnieszka Szymczyk, Senior Banker, European Bank for Reconstruction and Development (EBRD), Poland

Feature speakers and panellists

Simon Lovegrove, CEO, M Health International, United Kingdom

Michał Suska, CEO, Energomix, Poland

Randy Mott, President, CEERES, Poland

Piotr Gepert, President of the Board, Veolia Woda Sp. z o.o., Poland

Maciej Zawadzki, Managing Director, APCOA, Poland

Witold Grzybowski, Partner, Collect Consulting, Poland

Rafał Cieslak, Partner, Kancelaria Doradztwa Gospodarczego (KDG), Poland

Bolesław Meluch, Adviser to the Management Board of the Polish Bank Association (Committee for Real Estate Financing) / Vice President of the European Property Institute

Mr Feliz Mil-Homens, Confederation of European Waste-to-Energy Plants (CEWEP), Portugal

Jerzy Gryglewicz, Independent Advisor, Leader and Lecturer MBA Program in Health Care, Lazarski University, Poland

Bartosz Mysiorski, PPP Specialist, Centrum PPP, Poland

Adam Jędrzejewski, International Business Development, Institute PPP (IPPP), Poland

Chairing Board

Philip Andrews, President, Saritor Group, Poland (tbc)

Kacper Kozłowski, Project Director, Investment Support, Poland

Frederik Roeder, Managing Director, Healthcare Solutions, Germany



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Conference Producer

Dominie Roberts

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Business Development

Aga Pawłowska

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Agenda

Day 1



08:30 Registration and coffee

09:00 Chairman's welcoming address

09:10 Ministerial address (*Ministry of Finance, Poland - invited*)

Managing municipal finances: Budgeting for the future

09:20 The importance of strong budget management in municipalities

- Assessing liquidity, security, debt and budget limits
- Bogdan Nawrocki, City of Warsaw Municipal Office*

09:40 Delivering municipal projects in Poland: PPP as a solution

- Krzysztof Siwek, Ministry of Regional Development of Poland*

10:00 PPP - Project viability improvement processes: How can municipalities access private financing?

- Witold Grzybowski, Collect Consulting*

10:20 Economic impact for local governments of PPP implementation: Understanding the challenges

- Regional Chamber of Audit*

10:40 Networking coffee break

Options for financing municipal projects

How can the sovereign and municipal debt crisis be overcome? What role can private sector financiers and investors play in the delivery of municipal projects? What are their requirements? How do they structure deals? What risks are they willing to take?

11:20 The role of JESSICA in financing municipal projects

- How can the fund be accessed by municipalities and what are the requirements?

Christos Kontogeorgos, EIB

- Case study examples of successful implementation of JESSICA for Polish municipalities

- JESSICA in practice: Past and Ongoing projects in Poland

Ewa Wnukowska, Ministry of Regional Development of Poland

11:50 Solving the municipal project challenge: Choosing the right financing mechanism

12:10 Panel Discussion: EU financing vs private sector mechanisms - assessing the affordability of financing options

- Choosing the right financing mechanism for municipal projects
- Why banks invest in municipal projects – case study examples from across Poland and EU
- Using EU funds: Why are municipalities waiting for the 2014-2020 allocation period rather than considering PPPs?
- How to make effective use out of EIB and EBRD financing tools
- Hybrid PPPs, how do they work?

Panel Chair:

Kacper Kozłowski, Investment Support

Panellists:

Christos Kontogeorgos, EIB

Ewa Wnukowska, Ministry of Regional Development of Poland

Jan Dziekański, Director, BGK

Wojciech Gebicki, Wycliffe Management

Agnieszka Szymczyk, EBRD

Marcel Babczynski, Erste Group Bank

13:00 Networking lunch break

Healthcare PPPs

With the prospect of a PPP hospital in Zywiec, can PPPs truly deliver healthcare developments to Poland's municipalities? What lessons can be learnt from the Zywiec project process? What are the alternative options for private sector involvement?

14:00 Presentation: Lessons learned from international healthcare service provider

Simon Lovegrove, M Health International

14:20 Case study presentation

14:40 Panel discussion: How can healthcare projects be successfully delivered in Poland?

- Identifying suitable PPPs in the healthcare sector. What healthcare services can PPPs deliver?
- How can long-term guarantees be met by NFZ and municipal health authorities? Can a PPP hospital be guaranteed exclusivity?
- Understanding public perception of PPPs in healthcare. What are the costs and benefits for municipalities?

Panel Chair:

Frederik Roeder, Healthcare Solutions

Panellists:

Adam Jarmicki, Penta Investments sp. z o. o.

Bartosz Mysiorski, Centrum PPP

Jerzy Gryglewicz, Lazarski University

Malgorzata Galazka-Sobotka, National Health Fund NFZ Council

Simon Lovegrove, M Health International

15:30 Networking coffee break

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Agenda

Day 1



Social Infrastructure

Can PPPs deliver social infrastructure projects in Poland and what are the costs to the taxpayer and user? This session will address housing, schools, civic buildings, prisons, sports/leisure facilities and other social infrastructure.

16:00 Case study: First Polish examples of PPPs in school education
Rafal Cieslak, Kancelaria Doradztwa Gospodarczego (KDG)

16:10 Conditions of financing social housing in Poland
- How can municipal projects be financed? Are they attractive for private sector financiers and investors?
Bolesław Meluch, Polish Bank Association (Committee for Real Estate Financing) / European Property Institute

16:20 Panel discussion: How can municipalities attract private sector investment into public projects?
- Choosing the right financing method – traditional process vs PPP
- How can PPPs benefit municipalities? What are the risks? How can these be shared and/or mitigated?
- Lessons learnt from successful and failed projects in CEE
- Opportunities for commercial infrastructure/units incorporated into project design

Panel Chair:

Philip Andrews, Saritor Group (tbc)

Panelists:

Rafal Cieslak, Kancelaria Doradztwa Gospodarczego (KDG)

Piotr Galas, PKO Bank Polski S.A.

Bolesław Meluch, Polish Bank Association (Committee for Real Estate Financing) / European Property Institute

17:00 Chairman's closing remarks

17:10 Evening networking reception



Agenda

Day 2

08:30 Registration and coffee

09:00 Chairman's welcoming address

Municipal transport networks

There is an urgent need to upgrade and develop municipal transport networks to ease current demand and prepare for future growth. This session will assess the opportunities for the private sector to support the development of key municipal transport networks, including upgrading interchanges, railway stations, tram systems, metro stations and upgrades, bus stops and parking facilities.

09:10 Presentation: Financing Municipal Transport projects in Poland
Barbara Cendrowska, Bank Pekao S.A.

09:30 Case study from municipality

09:40 Panel discussion: Can Poland follow the rest of Europe and successfully deliver PPPs in municipal transport?

- What challenges are municipalities facing in meeting transport demands?
- The importance of integrated transport networks: opportunities for PPP in interchange upgrades
- What role can the private sector play in providing these services? Are PPPs a viable option?
- Can the private sector really offer value-for-money parking systems? What are the costs and benefits for municipalities?
- What are the risks? How can they be shared?
- Opportunities for commercial infrastructure incorporated into project design

Panelists:

Adam Jędrzejewski, IPPP

Kacper Kozłowski, Investment Support

Maciej Zawadzki, APCOA

Sławomir Listkiewicz, Bank Pekao S.A.

Szymon Konop, PKP SA

10:30 Networking coffee break

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Agenda

Day 2



Environment (Waste and Water Management)

With growing pressure to meet demand and international standards, there is an urgent need to upgrade and develop solid and water waste management facilities. How can municipalities deliver new waste management strategies with ever-smaller budgets?

11:10 The role of the Fund in financing waste and water management projects in Poland

- Overcoming obstacles in financing waste management projects and allocating EU Funds
- Małgorzata Skucha, National Fund for Environmental Protection (NFOSIGW)**

11:30 Implementation of projects for Integrated Management of municipal waste in practice

- Lessons learnt from Portugal and other EU Member States
- Feliz Mil-Homens, Confederation of European Waste-to-Energy Plants (CEWEP)**

11:50 Panel discussion: Are environmental projects a viable investment: what are the options?

- What challenges are municipalities facing in the collection, sorting and disposal of solid waste and treatment of waste water?
- What role can the private sector play in providing these services? Are PPPs a viable option?
- Are recycling facilities a profitable project? Can the private sector really offer value-for-money?
- Risk of contracting to municipal-based companies vs competitive and open bid process
- What are the other risks? How can they be shared/mitigated? What are the costs and benefits for the public sector?

Panellists:

Paweł Pawłowski, City of Warsaw Municipal Government Office
Kacper Kozłowski, Investment Support
Piotr Gepert, President of the Board, Veolia Woda Sp. z o.o.
Małgorzata Skucha, National Fund for Environmental Protection (NFOSIGW)

12:40 Networking lunch break

Municipal energy generation and energy efficiency

13:40 The role of JESSICA Fund in financing municipal energy generation and energy efficiency projects

Eugenio Leanza, EIB

Energy generation projects

Municipal energy generation options primarily include WtE, Biomass and Biogas plants, and Wind and Solar parks. There are growing calls for a more distributed energy network, as Poland seeks to secure a diverse and balanced energy generation supply.

14:00 Case study: Financing Poznan WtE facility - challenges faced and obstacles overcome

Mathias Pahlke, NORD LB

14:10 Case study: Upcoming municipal renewable energy projects

14:20 Panel discussion: What options are available to municipalities for energy generation?

- Reducing the costs of energy with renewable, low carbon energy generation
- Assessment of WtE pipeline in Poland
- Biomass/biogas opportunities for district heating and generators
- Can wind and solar projects meet municipal energy demands?
- Are PPPs a viable option for energy generation?

Panellists:

Lukasz Dziekonski, Marguerite 2020 Fund
Mathias Pahlke, NORD LB
Randy Mott, CEERES

Energy efficiency

Meeting EU emission targets are not the only factor driving energy efficiency projects in Europe. As national and local governments face large budget deficits, energy efficiency is seen as a long-term cost cutting exercise. This session provides real-life case studies from public and private organisations tackling the financial, political and technical pressures of creating cost savings through energy efficiency.

14:50 Energy Efficiency - Good Practice in Poland

- The role of the Ministry in promoting solutions for energy efficiency
- The need to implement effective financing mechanisms

Tomasz Żuchowski, Ministry of Transport, Buildings and Maritime Economy, Poland

15:10 Case study: Thermomodernisation of public buildings – combining ESCO and PPP

Rafał Cieslak, Kancelaria Doradztwa Gospodarczego (KDG)

15:20 Case study: Bielsko-Biala - An Energy-Efficient City

Zbigniew Michniowski, Deputy Mayor, City of Bielsko-Biala

15:30 Panel discussion: Opportunities for energy efficiency and financial savings

- Monitoring usage, pinpointing wastage and assessing the impact of efficient measures for accurate and demonstrable savings
- Building a compelling energy management strategy and providing an attractive opportunity for the private sector
- Practical cost-reduction strategies through innovative new technologies. Future proofing municipalities
- Using EU structural funds to finance projects
- What role can PPPs play? Are there opportunities for hybrid PPPs?

Panellists:

Rafał Cieslak, Kancelaria Doradztwa Gospodarczego (KDG)
Michał Suska, Energomix

16:10 Chairman's closing remarks

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Opportunities

Speaking, sponsoring and exhibiting



2nd Annual Municipal Projects in Poland will provide the most up to date developments and challenges in this increasingly important sector, enabling you to learn about key issues affecting the development of your business, and providing you with a platform to meet and influence key stakeholders.

Our events enable you to:

- Promote your expertise
- Have focused discussions with industry leaders
- Generate lasting business relationships
- Develop long term partnerships

Business Development Manager

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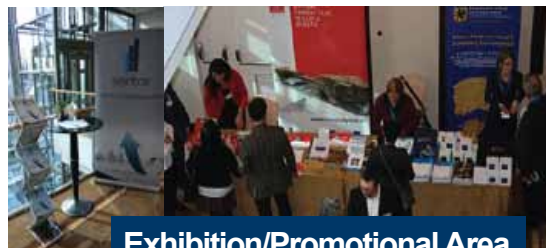
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Networking break host



Cocktail reception host



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