

**PFI** Port Finance  
& Investments

2015

eighth  
international  
seminar

Renaissance Hotel, Amsterdam, the Netherlands



18th March 2015

EVENT BROCHURE & SEMINAR PROGRAMME  
DELEGATE REGISTRATION FORM

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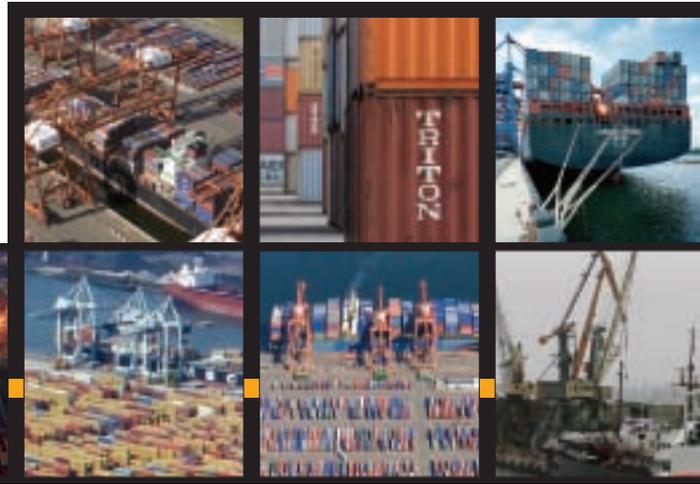


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*“The event for the port, terminal & finance industry”*

**N**ow in its 8th successful year **Port Finance & Investments** has established itself as a must-attend key industry event. Recognised for its exceptional speaker line-up of market experts and invaluable networking opportunities, the organisers are committed to delivering a seminar of the highest calibre, not only in-depth and informative but also stimulating and enjoyable...

### Who is the event designed for?

- **Government Bodies** ■ **Port Authorities** ■ **Terminal Operators**
- **Financial Institutions** ■ **Infrastructure Developers** ■ **Insurance Companies**
- **Private Equity Fund Managers** ■ **(Private) Investors**
- **Transport Associations** ■ **Investment Bankers** ■ **Risk Assessment Companies**
- **Legal Professionals** ■ **Analysts** ■ **Port Associations**

### What will you gain from attending?

- ✦ **Understand economic trends in the ports and terminal sector**
- ✦ **Learn about drivers of demand & regional volume growth projections**
- ✦ **Grasp key funding issues in financing of ports and terminals**
- ✦ **Review the challenges of building new capacity in existing terminals**
- ✦ **Assess the economic criteria of financing and valuating ports**
- ✦ **Capture new trends in greenfield investment**
- ✦ **Obtain an overview of the private sector investment in ports**

*“High quality sessions, bringing together an audience with strong focus & mutual interest”*  
Director, MTBS

*“There were informed views and good contacts to take forward”*  
Director, ICF International

*“Great networking opportunities amongst players in the port industry”*  
Director, NCB Holdings

*“Interesting people to meet and good speeches!”*  
Senior Advisor, Port of Amsterdam

*“Thank you again for having me at this very excellent event”*  
Senior Advisor, Drewry Shipping Consultants

*Don't miss out -  
book your place now!*

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colleague & SAVE!**

*Register today, join us  
and make sure your  
company is represented*

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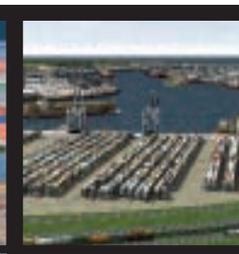
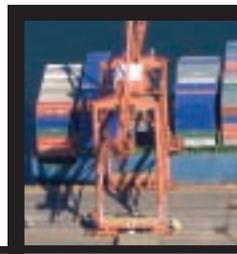
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Wednesday 18th March



08.30 - 09.00 Delegate arrival & registration

09.00 - 09.05 Opening & welcome remarks

### 09.05 - 09.30 Megatrends and ports

PwC identified five global shifts, known as 'megatrends', that will have a major influence on the economy over the next decade. These include; shift in global economic power, demographic & social change, technological breakthroughs, rapid urbanization, climate change & resource scarcity. The talk will examine the impact, threats and opportunities of these megatrends for ports.  
**Alexander Luke, Assistant Director, PricewaterhouseCoopers, UK (tbc)**

### 09.30 - 09.55 Enabler, regulator or what? The changing role of a port authority in port infrastructure management

A well-managed regulatory environment is one of the key drivers for successful port development. Attracting funding for projects depends heavily on the structure and stability of legal framework, but also on the understanding of management by a port. The paper outlines 3 elements of sustainable port management; economic, ecological and human-resource.  
**Lars Stemmler, Head of International Projects, bremenports, Germany**

### 09.55 - 10.20 State aid rules

The presentation will take a look at the application of EU state aid rules on ports, discussing the process, consequences and issues.  
**Tonia Padiaditaki, Senior Research Associate, International Bureau of Fiscal Documentation (IFBD), Netherlands**

10.20 - 10.30 Q&A session

10.30 - 11.00 Refreshment break

### 11.00 - 11.25 Port infrastructure developments in West Africa

In spite of a series of Public Private Partnerships, West African ports have mostly been lagging behind in terms of infrastructure. A series of projects, both greenfield and brownfield, have been launched to inject new and better adapted port capacity. The paper will analyse these investments in relation to the changing maritime landscape and describe new port trends.

**Chantal McRoberts, Senior Consultant, Drewry Maritime Advisors, UK**

### 11.25 - 11.50 Port finance - a ratings perspective

The presentation gives an overview of Fitch's updated rating criteria for ports and their portfolio, observing points such as different operating models, historic performance, Fitch's range of expected performance and key elements of financial structure.  
**Ade Bamford, Director Global Infrastructure Group, Fitch Ratings, UK (tbc)**

11.50 - 12.00 Q&A session

12.00 - 13.15 Lunch

### 13.15 - 13.40 Port infrastructure finance

It is vital that ports and terminals maximise their operational and financial performance to make them more competitive and valuable through strategic use of their largest asset - property. The presentation will focus on port infrastructure finance relating to port authorities and their evolving legal structure to attract more capital.  
**Franco Pigna, Managing Director, Aegir Port Property Advisers, USA**

### 13.40 - 14.05 Port operators and the evolving liner landscape

The presentation gives a review of the on-going developments in the liner industry from VSA's to P3 to 2M, the changing deployment patterns, drive to cost efficiencies and the impacts on the port authorities and operators.  
**Jolke Helbing, Consulting Director, ICF International, UK**

### 14.05 - 14.30 Performance clauses in concession contracts; what works?

The presentation will discuss the rationale for ports to include specific clauses in concession contracts to align the interests of operators with their own. Many contracts have clauses related to throughput, modal split or investment volumes. It is far from clear whether such clauses are effective. Cases, best practices and failed approaches will be discussed.  
**Peter de Langen, Owner, Ports & Logistics Advisory, Netherlands**

14.30 - 14.45 Q&A session

14.45 - 15.10 Refreshment break

### 15.10 - 15.35 Port infrastructure: Australia

The presentation will focus on a major initiative around port infrastructure activity in Australia. There are currently around 20 assets being developed or sold with substantial opportunity for future greenfield and privatisation projects.  
**Chris Brown, Partner, Norton Rose Fulbright, UK (tbc)**

### 15.35 - 16.00 High-quality technical advisory services: adding value to the project finance process

The presentation looks at the importance of high-quality technical advisory services and how this can add value to the project finance process, using case-studies where appropriate.  
**Claudio Buitenhuis, Maritime Sector Specialist, URS, Netherlands**

16.00 - 16.10 Q&A session

16.10 - 16.25 Refreshment break

### 16.25 - 16.50 New solutions for long term lending

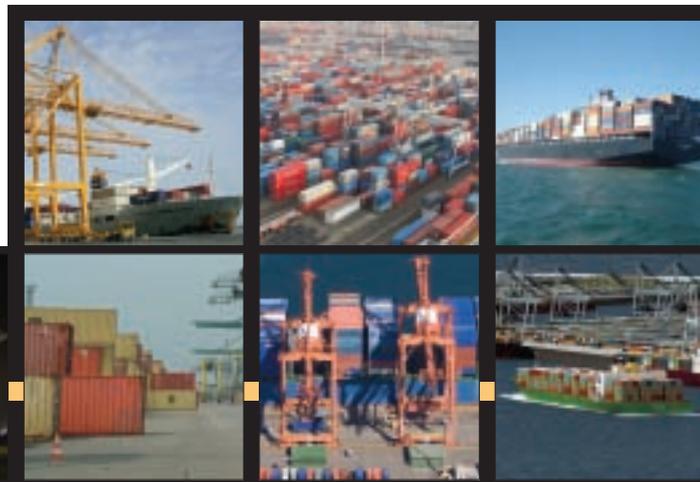
Basel III and Solvency II are still under discussion which increases the cost of capital. The "plain vanilla" debt structure has changed into a complex issue between parties - real money investors interests and the project needs. The presentation will show how a combination of both can work as best practice.  
**Burkhard Egbers, Head of Transport & Social Infrastructure, DekaBank, Germany**

### 16.50 - 17.15 Bank & capital market trends related to port and terminal finance

The presentation gives an overview of recent transactions, including case studies, to discuss the underlying drivers for market trends. The speaker will explain their views on what the trends are in terms of liquidity, pricing, terms, etc.  
**Berend Paasman, Senior Vice President - Shipping, Offshore & Logistics, DNB Bank, UK**

17.15 - 17.25 Q&A session

17.25 - 17.30 Closing remarks



## Registration Form

### DELEGATE FEES

The **early-bird delegate** registration fee is **UK£ 695.00** (plus VAT if applicable)  
 After Friday 30th January the fee is **UK£ 795.00** (plus VAT if applicable)  
 After Sunday 1st March the fee is **UK£ 810.00** (plus VAT if applicable)

The **early-bird colleague** registration fee is **UK£ 595.00** (plus VAT if applicable)  
 After Friday 30th January the fee is **UK£ 695.00** (plus VAT if applicable)  
 After Sunday 1st March the fee is **UK£ 710.00** (plus VAT if applicable)  
 Fees include seminar materials, delegate pack, lunch, refreshments breaks & speaker presentations.

**\*\* Previous participants can register two people for the above rates and bring a third representative for FREE! \*\***

**We require immediate payment of all fees at the point of registration - please complete the credit card details opposite.**

### DELEGATE INFORMATION

Yes, I would like to register for the Seminar  
**Port Finance & Investments 2015**

#### Your details:

Mr/Ms/Mrs (delete as appropriate)

First Name .....

Family Name .....

Position .....

E-mail .....

Yes, I am taking a colleague

#### Colleague details:

Mr/Ms/Mrs (delete as appropriate)

First Name .....

Family Name .....

Position .....

E-mail .....

Company .....

Address .....

City ..... Postcode .....

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.....Postcode.....

Card number:

Security code:     Expiry date:   /

Visa/Mastercard:  AMEX:  Signature .....

### TRAVEL & ACCOMMODATION

Participants are responsible for the arrangement and payment of their own travel & accommodation. More details given upon registration.

### VENUE

Renaissance Hotel, Amsterdam, Netherlands - further details upon registration.

## Sponsorship

A unique opportunity for corporate promotion to an influential and active market. At previous events, numerous companies and port authorities - including APM Terminals, Buss Capital, Cork Port Co, ECT, Fortis Bank, GE Transportation Finance, Gijon Port Authority, Greenland Port Authority, to name just a few - sent their Chief Financial Officers, Chief Executive Officers, Managing Directors, Financial Directors, Port Directors & Chief Accountants to the seminar.

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 \* If a delegate is unable to attend the delegate remains liable for 100% delegate registration and/or exhibition payment  
 \* Delegates will not be admitted access to the event unless payment has been received  
 \* Flights, transfers and accommodation are not included in your registration fee / exhibition booking fee  
 \* VAT will be charged to stated prices if applicable. All credit card payments will be taken in UK pounds - we are not liable for any extra charges or costs charged by the credit card company and dismiss any liability for using these details to take payments.  
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