



2nd DACH INFRASTRUCTURE OPEN SPACE

Munich, 15 and 16 February 2017

Agenda

15 February 2017

19:00 Get together and informal welcome dinner at the Hotel Vier Jahreszeiten Kempinski (Room Marstall)

16 February 2017

08:45 Registration and Welcome Coffee

09:15 Welcome to the 2nd DACH INFRASTRUCTURE OPEN SPACE (DIOS 2)
Hans-Peter Dohr, Managing Partner, ICA
John Hess, Head of Global Strategic Initiatives, Pavilion Alternatives Group

09:30 **Panel 1: Infrastructure Debt - A Hot Topic or A Niche Strategy?**

- How do investors view committing to infrastructure debt - tactical or strategic?
- What are the key considerations in making an allocation?
- Are infrastructure assets priced too high?
- Deal flow - is there an issue here?
- What are the different approaches in securing deal flow?
- Margins - is there a floor? Where to next?
- Relative value - why infrastructure debt anyway?
- Going Direct - Asset managers vs institutional investors
- Regulation - banks, insurance/pension, funds
- Fund structures - evolution

Moderator: Gerry Jennings, Private Infrastructure Debt Advisor

Panelists:

Tim Floyd, Investment Director, Westbourne Capital
Dr. Jörg Autschbach, Managing Director, Kommunalkredit
Jens-Peter Walter, Senior Director, Bayerische Landesbank
Ian Simes, Senior Vice President, Brookfield Asset Management

10:15 **Panel 2: America's Infrastructure First vs. The European Infrastructure Giant**

- What areas (geography, sectors) offer the best value?
- Key success factors in infrastructure investing
- Impact of EIOPA definition of qualified infrastructure on investments
- Pros and cons of various investment models – Funds, co-investments, direct - for institutional investors
- What will drive 2017? Outlook for infrastructure equity investment strategies

Moderator: Julia Prescott, Chief Strategy Officer, Meridiam

Panelists:

Dr. Ingo Marten, Managing Partner, Stafford Capital
Markus Geisselmann, Vice President, Basalt Infrastructure
Vincent Levita, CEO, InfraVia
Matt Dimond, Director, InfraRed Capital Partners



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11:00 Morning Refreshments and Networking Break

11:45 **Panel 3: Role of Energy Investments in the Portfolio**

- Energy policy/regulatory landscape in the USA - what does Trump presidency mean for investment?
- Outlook for shale oil and gas in the US - is a recovery underway? What is the picture for banks, lenders, corporates?
- North American power sector - outlook for prices, role of renewables, credit/cash flow picture in the industry
- What impact is the growth in renewables having on the investment and financing landscape in North America
- What are banks prepared to do - and not prepared to do - around energy credit?
- Where are the most favorable risk/reward opportunities in North American energy credit?

Moderator: Jim Long, Partner, Greentech Capital Advisors

Panelists:

Chris Abbate, Managing Director, Riverstone Credit
Trent Kososki, Principal, Energy Capital Partners
Ferris Hussein, Managing Director, Carlyle Global Infrastructure

12:30 Lunch and Networking Break

14:00 **UNEP Positive Impact Finance Initiative**

Speaker: Elodie Feller, Investment Commission Coordinator, UNEP FI

14:10 **Sustainable Growth Fund – Practical Example of ESG Integration into Fund Strategy and Outcomes**

Speaker: Jennifer Wick, Managing Partner, Sustainable Growth Management

14:20 **Panel 4: Integrating ESG into Infrastructure Investing – ESG: From a Risk Management Approach to a Major Factor to Create Sustainable Infrastructure**

- ESG – Why should investors care?
- Guidance for ESG – Ratings, voluntary reporting and regulatory disclosure
- Impact of ESG to create a future oriented sustainable infrastructure system

Moderator: Dirk Kohler, Managing Director, ICA

Panelists:

Elodie Feller, Investment Commission Coordinator, UNEP FI
Dr. Ingo Marten, Managing Partner, Stafford Capital
Jennifer Wick, Managing Partner, Sustainable Growth Management

14:45 Afternoon Refreshments and Networking Break



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Panel 5: Opportunities and Challenges in the Renewable Energy Sector

- The investment opportunity in low carbon power – What are the most important OECD investment markets today?
- Update on the direction of travel of US and European Renewable technologies

Moderator: Mark Burrows, Head of Investor Relations, Quinbrook Infrastructure Partners

Panelists:

Karl Wittmann, Senior Account Manager Debt and Equity, Kommunalkredit

Lars Kickstein, Investment Director, Commerz Real

Robin Duggan, Partner, Riverstone

16:00

Close of Day and Farewell Refreshments in the Lounge
