
DIOS 3 – MAIN TOPICS AND AGENDA



3rd DACH INFRASTRUCTURE
OPEN SPACE 2018
Munich, 25 October 2018

Venue:
Sofitel Munich Bayerpost
Bayerstrasse 12
80335 Munich
Germany



8:45 AM – 9:30 AM

COFFEE AND REGISTRATION

9:30 AM – 9:45 AM

DIOS 3 WELCOME AND OPENING KEYNOTE ADDRESS

GLOBAL INFRASTRUCTURE - KEY 2018 TRENDS TO WATCH & OUTLOOK

Infrastructure assets have experienced one of the strongest allocation increases of all asset classes in recent years. The keynote presentation will provide a guide to 2018 global investment patterns in infrastructure and discuss the near-term global and regional market outlook.

- > Investor allocations to infrastructure
- > Market conditions – Global capital flows and regional market outlook
- > Structural changes through technology, demographics and the rise of sustainability in infrastructure

Speaker: Hans-Peter Dohr, IC Institutional Capital

9:45 AM – 10:20 AM

PANEL SESSION

EUROPEAN INFRASTRUCTURE INVESTING 2018

Examining the key themes which have emerged around the investment and management of infrastructure assets held by private sector investors.

- > What are the European infrastructure trends that shape tomorrow's world
- > How to deliver enhanced returns on low risk infrastructure assets
- > How to extract value from combining greenfield projects and brownfield assets
- > How can rising stars compete against the established infrastructure titans

Moderator: Dieter Weiss, YIELCO Investments

Panellists:

Felipe Carvalho, Circuitus Capital
Spence Clunie, Ancala

10:20 AM – 11:00 AM

KEYNOTE PRESENTATION

LIQUIDITY SOLUTIONS IN INFRASTRUCTURE – A CLOSE LOOK AT THE INFRASTRUCTURE SECONDARY MARKET

The transactions volumes in the infrastructure secondary market are growing at a steady and increasingly rapid pace driven by the growth of the primary infrastructure market, the need for liquidity and portfolio restructurings. Infrastructure secondary investments provide investors with differentiated access routes to quality fund and quality assets.

Speaker: Dr. Ingo Marten, Stafford Capital

11:00 AM – 11:30 AM

MORNING COFFEE AND NETWORKING BREAK

11:30 AM – 11:50 AM

KEYNOTE SPEECH

THE CONDEMNED LIVE LONGER – HSH NORDBANK 2018

- > How a bank adapts to changing markets.
- > New business models for client solutions in corporate banking and infrastructure finance.

Speaker: Dr. Marcus Kleiner, HSH Nordbank

11:50 AM – 12:30 AM

PANEL DISCUSSION

INFRASTRUCTURE DEBT – GLOBAL PERSPECTIVE AND DACH INVESTOR EXPECTATIONS

Investment into infrastructure debt provides institutional investors with the potential for long-dated stable cash flows which can be used to match liabilities, provide a yield enhancement, which offers relative value to corporate credit and diversify risk. However, private infrastructure debt is a diverse market, covering a range of strategies with differing credit risks, maturities, payment terms, regions and sectors. The panel will discuss whether the current state of the infrastructure debt market creates enough opportunities for debt investors to justify the increased exposures.

- > Key aspects of the popularity of infrastructure debt with institutional investors
- > Comparing senior and mezzanine infrastructure debt strategies
- > Investor allocations to infrastructure
- > Transaction values versus fundraising

Moderator: Hans-Peter Dohr, IC Institutional Capital

Panellists:

Thomas Bayerl, MEAG

Dr. Markus Kleiner, HSH Nordbank

Dimitar Lambrev, Uniqa Insurance Group

Greg Taylor, Sequoia Investment Management

12:30 AM – 2:00 PM

NETWORKING LUNCH

2:00 PM – 2:30 PM

KEYNOTE SPEECH

FUTURE OF INFRASTRUCTURE — HOW TECHNOLOGY AND SERVICES DRIVE NEW BUSINESS MODELS.

Digital and other new technologies, such as advances in robotics and artificial intelligence, will be a game-changer for the infrastructure industry. It is easy to get excited about the future. For example, we all like to imagine a world of autonomous cars or are excited about human-free construction sites inspected by drones flying overhead.

Digital technologies and the Fourth Industrial Revolution are providing many of the tools which we will use now and will increasingly use in the future. However, protection against cyberattacks is one of the most critical aspects of resilience and the likelihood of disasters is almost certain.

As we enter this new era, the presentation provides insights on what is the next generation of infrastructure.

Speaker: Jim Long, Greentech Capital Advisors

2:30 PM – 3:45 PM

SUSTAINABLE AND RESILIENT INFRASTRUCTURE

2:30 PM – 2:45 PM

PART I - KEYNOTE SPEECH

GROWING A CULTURE OF SUSTAINABLE & IMPACT INVESTING IN GERMANY AND WHY SUSTAINABLE AND RESILIENT INFRASTRUCTURE SHOULD BE A PRIORITY

There is a growing and strong interest among individuals in seeing that their savings and investments do social good AND produce a financial return. The financial services industry, businesses, social enterprises and charities are crucial partners in delivering a society that works for all citizens. Large amounts of capital are looking for productive investment opportunities, on the other hand, there are many areas where generating positive social outcomes needs investment at scale. Infrastructure is such an area.

With rapid global population growth, increasing urbanisation, traffic congestion, parking difficulties and air and water pollution, high-performing green infrastructure, provides real economic, ecological, and social benefits. Ensuring that the transport networks, energy networks, and waste and water facilities in demand across the globe will reduce carbon emissions and be socially inclusive. Integrating green infrastructure into investment portfolios must be a priority.

Speaker: Hans-Peter Dohr, IC Institutional Capital & Supporter of the Social Impact Investing Implementation Taskforce

2:45 PM – 3:10 PM

PART II - KEYNOTE PRESENTATION

GRESB INFRASTRUCTURE - INTRODUCTION, RESULTS AND SUSTAINABILITY TRENDS FROM THE 2018 INFRASTRUCTURE ASSESSMENT.

GRESB provides insights into the ESG performance of infrastructure portfolios across the world.

Speaker: Kate Archer, GRESB

3:10 PM – 3:45 PM

PART III – FIRESIDE CHAT

CROSSING THE BRIDGE – THE GROWING IMPORTANCE AND ROLE OF SUSTAINABLE INVESTMENTS IN INFRASTRUCTURE

- > What is responsible investment in infrastructure?
- > Implementing sustainable investment related policies and processes and assessing the impact of ESG issues for infrastructure investments
- > Understand and evaluate infrastructure investment managers' approaches to integrating material environmental, social and governance (ESG) factors into their investment practices
- > Delivering value - Financial, social and environmental returns from sustainable infrastructure
- > Outlook: Can Sustainable Infrastructure become a new asset class

Moderator: Hans-Peter Dohr

Guests:

Kate Archer, GRESB

Dr. Matthias Reicherter, Golding Capital Partners

3:45 PM -4:15 PM

AFTERNOON COFFEE AND NETWORKING BREAK

4:15 PM – 5:00 PM

PANEL DISCUSSION

GLOBAL ENERGY & RENEWABLE ENERGY PERSPECTIVE – CHANGING LANDSCAPE AND OPPORTUNITY SET

Global energy markets are affected by several countering trends. Population and income growth continue to boost energy demand, but global energy demand decelerates. The energy transition is shaking up the global energy system leading to the need to align the energy intensity of the global economy and the global fuel mix, including the rapid deployment of clean energy technologies and the growing electrification of energy. The decline in renewables' cost accelerates further, out-competing new-built fossil capacity in the short to medium term.

- > Which factors will play the dominant role and have most impact on global energy
- > European energy and climate policy - has the consistency of the political and regulatory framework improved
- > Repowering America
- > Current state of the balance between capital flows, sourcing of assets, pricing discipline and risk
- > Where do investors find new value pools in the energy system

Moderator: Dr. Gregor Kirstein, Cartesius Group

Panellists:

Patrick Lemcke-Brasemann, AREAM

Darren Moens, Climate Fund Managers

Marc Schürch, Fontavis

5:00 PM

WRAP UP OF THE DIOS 3 EVENT AND FAREWELL DRINKS RECEPTION
