The Global Network for Infrastructure & Energy Practitioners

Your Guide to 2019

BEGIN
WHY RENEW YOUR MEMBERSHIP?

Being part of IPFA’s community of 650+ members offers you a unique opportunity to:

- **Connect** with the world’s largest infrastructure and energy network.
- **Educate** your entire team through knowledge shared at our events, webinars and training programmes.
- **Influence** through working committees and steering groups to stimulate new ideas and examine key issues.
- **Shape industry trends** to further enhance and improve future projects.
- **Plug into industry experts** and thought leaders.

“IPFA is the go-to organisation for anyone who is seeking to participate in the global infrastructure market.”

Bill Banks | Global Infrastructure Leader, EY

VIEW IPFA SERVICES
Click on an icon to find out more.

**OUTREACH**
Expand your network & promote your brand to 20k contacts

**WEBINARS & ONLINE CONTENT**
Access to interactive webinars & an on-demand library

**FUTURE LEADERS NETWORK**
Develop your next generation of leaders

**TRAINING**
Discounted industry training courses

**GLOBAL EVENTS**
100+ briefings focused on infrastructure & energy
Outreach

IPFA offers various profile-raising opportunities to showcase your expertise and extend your outreach within IPFA's global community of 650+ corporate members.

HOSTING OPPORTUNITIES

Host a webinar, event or FLN session on a topic of your choice.

HAVE SOMETHING TO SAY?

Put yourself (or a colleague) forward as a speaker or panel member.

FACILITATED INTRODUCTIONS

We can help you expand your network by directly connecting you to our global contacts. You can also find local practitioners via our online Member Directory.

SHARE YOUR NEWS

Disseminate your publications and reports to our global membership. Post updates and join in the discussion in our LinkedIn Group or connect with us on Twitter (IPFA_).

“The IPFA community is a fun way to share knowledge, collaborate with high performing like-minded individuals and also get invited to best-in-class workshops and webinars.”

Abhi Datta
Project Controls Manager, Westconnex,
Sydney Motorway Corporation
WEBINARS & ONLINE CONTENT

WEBINARS

Over 25 interactive webinars offering expert, convenient and timely information on today’s hottest infra & energy topics.

- **Regional Insights**: Find out what prospects, opportunities and challenges 2019 might bring with our global market update series.
- **Sector Trends**: Hear about the latest developments in new and emerging sectors.
- **Learning & Development**: Training-style webinars focused on improving your soft skills and technical expertise.

ON-DEMAND WEBINARS

Recordings of our live webinars (as well as updates from regions where live streaming is not feasible) are posted online within an expanding library of on-demand webinars.

ONLINE CONTENT

A comprehensive online resource comprising of:
- Post event summaries and presentation slides from global IPFA briefings
- Industry documents and reports
- Fact sheets

“I regularly participate in or listen to a recording of IPFA webinars. They provide a convenient way to keep abreast of international trends.”

James Mitchell
Technical Director, PPP and Specialist Services,
Aquenta Consulting
The FLN offers a **dynamic and informative** platform for the industry’s aspiring Future Leaders through a series of interactive & social briefings, webinars, quizzes and site visits.

The global FLN community provides members with the opportunity to develop soft skills, build their profile, keep up to date with industry trends and connect with their peers.

Get your junior to mid-tier colleagues involved to further their professional development!

“[IPFA] combine real technical focus on project and infrastructure finance deal making with excellent networking.

The FLN is unique in extending this opportunity to the next generation.”

Jonathan Berman
Managing Director, Fieldstone
IPFA designs and delivers intensive training programmes and workshops for governments, public sector bodies and private sector companies across the world.

Who should attend?
The introductory courses are targeted at participants who are either new to the subject or wanting a broader appreciation of the total transaction. The practical applications course will assume the participant is familiar with the underlying subject matter of project finance.

How much does it cost?
Our courses are priced competitively and are usually 40% lower than commercial providers. Discounted rates are given to IPFA members in addition to multiple delegate discounts when two or more of your colleagues sign up.

COURSE OVERVIEW

**Introduction to Project Finance | London**
Designed for participants who are new to PF and who are about to or have moved into a new sector.

**Understanding International Project Finance**
*Available globally*
Suitable for new entrants and those who want a deeper understanding. Includes procurement, risk management, cash-flows and financial structures.
*A version of this course is tailored for the Australian market: ‘Understanding Project Finance & PPPs’*

**Practical Applications of Procurement & Project Finance | Australia**
This course builds on the introductory course and delegates have the option to attend either or both days.

Day One: Procurement - Current Trends in Structures
Day Two: Financing the Project - Structuring to Manage Risk.

We will be introducing intermediate courses in Europe for 2019.

IN-HOUSE TRAINING

Looking for tailored training solutions?
In-house training is a highly flexible, cost and time effective way to get the maximum return on your training and development investment.

Whether it’s an interactive workshop, master-class, lunch and learn or a large group seminar, we can design a course to suit your organisation’s requirements.

“I found the one day introductory course to project finance extremely useful; it effectively covered the essential basics that anyone who is fresh to the industry would need to be abreast of.”

Tom Davies
Business Manager, Amey Investments
Global Events

Collaborating with 650+ members, IPFA operates worldwide and provides an annual programme of over 100 industry events, webinars, workshops and consultations, all of which are free of charge to members.

Get discounts for external industry conferences!
IPFA partners with industry news providers and conference organisers. Members are entitled to discounts and trials. Get in touch with our team to find out more.
Click on the branch images to view events being developed for our 2019 pipeline.

2019 webinars from this region will include:

- Unsolicited Proposals in the US
- Public Sector Market Update – State by State
- Latin America 3 Part Webinar Series

“While we have predominantly a domestic focus, we look forward to leveraging IPFA for international expansion.”

Will Marder
Managing Director, Project Finance, Wilmington Trust
8-11 ANNUAL BRIEFINGS & WORKSHOPS

NYC - 6-8 events
Feb | Financing Ports in the Americas

Topics in development
Renewables
Innovation; Tech; Fibre
Airport P3s
Latin America
Higher Education P3s
Diversity & Inclusion
M&A Secondary Market

CHICAGO
Mar | Infrastructure in Illinois

LOS ANGELES
Q2 | Hyperloop & Mobility

Meet our honorary members

Meet our US Branch Council

Chair | Andy Garbutt KPMG
Kome Ajise Southern California Association of Governments
Samara Barend AECOM
Thalia Delahayes Deutsche Bank
Richard G. Little Infrastructure Policy Consultant
Will Marder Wilmington Trust
Zoe Markwick Skanska
Durban Mitchiner Independent
Adrian Pellen Marsh
Michael Pikiel Winston & Strawn LLP
David Sikorski MBTA
Pierre Vilain Steer Davies Gleave
Meet our honorary members

Meet our Canada Branch Council

Chair | Mark Bain Torus
Vice-Chair | Dominic Leadsom Turner & Townsend
Jim Cahill Stonebridge Financial
Damian Joy EY
Mark Liedemann Partnerships BC
Johanne Mullen PwC
Joshua Ogier Mott MacDonald

6 ANNUAL BRIEFINGS & WORKSHOPS

VANCOUVER - 2 events
Jan | Owner Due Diligence & Recourse Rights
- P3 Procurements

TORONTO - 4 events
Feb 27 | The Canada Infrastructure Bank - Unlocking Infrastructure Projects

Topics in development
Renewables, Power & Transmission
Transportation
Social Infrastructure
US Market Update
Networking Summer Drinks

CANADA
Established 2009
LATIN AMERICA

Established 2011

IPFA’s Latin America Branch runs an annual pipeline of events in Argentina, Brazil, Colombia, Mexico and Peru.

Meet our honorary members

Meet our Branch Councils

Colombia

Emmanuel Cáceres de Kerchove BONUS Banca de Inversión
Clemente del Valle Financiera de Desarrollo Nacional
Alonzo Guzmán Infrata Limited
Ronald Fernández-Dávila Estudio Delmar-Ugarte

Peru

Chair | Carlos Salazar PwC
Ronald Fernández-Dávila Estudio Delmar-Ugarte
Johanna Izquierdo Apoyo & Asociados
Click on the branch images to view events being developed for our 2019 pipeline.

2019 webinars from this region will include:
- Regional Insights
- ESG
- Diversity & Inclusion
- The Energy Transition

“[IPFA] helps people continue to learn and expand their business networks – to the benefit of both individuals and employers.”

Greg Stevens
Investments Director, Abundance Investment
16-22 ANNUAL BRIEFINGS & WORKSHOPS

Meet our Branch Councils

UK
Chair | Chris Holmes
John Laing Capital Management Ltd
David Borthwick Marsh
Clare Burgess Clifford Chance
Viv Cockburn Scottish Futures Trust
Russell Dallas Mott MacDonald
Philippa Eddie Infrastructure and Projects Authority
Andrew Freeman DIF
Christine Galeon Barclays
John Green Strategic Investment Board
Clare Lacey QMPF
Darryl Murphy Aviva
Scott Tindall Hogan Lovells
Barry White Transport for the North

Ireland
Chair | Neil Collins KPMG
Jim Arigho Allied Irish Banks
Tzvetelina Bogoina Balfour Beatty Investments
Colm Fanning McCann Fitzgerald
Michael Flynn Deloitte
Ger Harrington BAM Contractors
Donal Murphy Ireland Strategic Investment Fund (ISIF)
John O’Regan AECOM
Anthony Rourke EY
Angelyn Rowan Eversheds

Topics in development
Brexit
Diversity & Inclusion
Disruptive Technologies
Transport for Scotland
Smart Cities
Electric & Autonomous Vehicles
Alternatives to PF2

Collaborations with
National Infrastructure Commission (NIC)
Women in Infrastructure (WIN)

Meet our honorary members

United Kingdom
Chair | Chris Holmes
John Laing Capital Management Ltd
David Borthwick Marsh
Clare Burgess Clifford Chance
Viv Cockburn Scottish Futures Trust
Russell Dallas Mott MacDonald
Philippa Eddie Infrastructure and Projects Authority
Andrew Freeman DIF
Christine Galeon Barclays
John Green Strategic Investment Board
Clare Lacey QMPF
Darryl Murphy Aviva
Scott Tindall Hogan Lovells
Barry White Transport for the North

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Anthony Rourke EY
Angelyn Rowan Eversheds

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Brexit
Diversity & Inclusion
Disruptive Technologies
Transport for Scotland
Smart Cities
Electric & Autonomous Vehicles
Alternatives to PF2

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CONTINENTAL EUROPE
Established from 2004

BELGIUM - 2 events
Q1 | Wallonia Region
Q3 | Best Practices Applied in Foreign Countries

GERMANY - 4 events
Q1 | Merging of Infrastructure & Energy Sectors
Q2 | Digital Infrastructure
Q4 | 10 Years of a Model, What has the Market Learnt?

NETHERLANDS - 4-5 events
31 Jan | Financing Circular Economy
Q2 | Digital Infrastructure

Meet our honorary members

Meet our European Councils

Belgium
Chair | Didier De Vliegher NautaDutilh
Ivan Costermans KPMG
Werner Decrem PMV
Stephanie Dobblelaere TD Partners
Gilles Masson BNP Paribas/Fortis
Glenn Moolenschot
De Lijn Centrale Diensten
Steven Steppe RebelGroup
Benoit Theys AG Real Estate
Dieter Van Hassel BAM PPP
Bart Verhulst Besix Group
Isabel Verstraeten KBC Bank

Germany
Chair | Daniel Reichert-Facilides Freshfields
Christian Bevc KFW
Oliver Heiland
Allianz Global Investors GmbH
Claudia Luckhaus

HOCHTIEF PPP Solutions GmbH
Daniela Schoof Deutsche Bank
Dessislava Strothmann VIFG
Beda Wortmann Clifford Chance

Netherlands
Chair | Daphne Broerse Norton Rose Fulbright
Mark Birma
Pols Rijken & Droogklever Fortuijn N.V.
Anuska Bloemert Rijkswaaghebedrijf
Jeroen in’t Veld Rebel Group
Merlijn Nijhof Ministry of Finance
Rob Peters RWS
Errol Scholten EY
Gideon Tilburgs John Laing
Pauline van Abswoude BNG
Maarten van der Bent BAM PPP
Patrick van Dijk Royal Haskoning DHV
Jan van Schoonhoven
Ministry of Infrastructure
Arent van Wassenaar The Faithful Goose
CONTINENTAL EUROPE & TURKEY

FRANCE
Q2 | African Market Update

ITALY
Q2 | African Market Update

SPAIN - 2 events
Q2 | Renewable Energy
Q4 | Sustainable Cities

POLAND - 3 events
Topics in development
Belt and Road Initiative
Renewable Energy PPPs in CEE
Transport PPPs

Meet our honorary members

TURKEY - 3 events
Q1 | Turkish Investment in Africa

Meet our Branch Councils

Italy
Chair | Sergio Sambri
Grimaldi Studio Legale
Bernardo Bini Smaghi
Cassa Depositi e Prestiti
Stefano Maneri CH2M Hill
Arturo Sferruzza
Norton Rose Fullbright
Roberto Talotta EC Harris S.r.l.

Turkey
Chair | Asli Basgoz White & Case
Ayce Sule Gurleyik Ziraat Bankasi
Sule Kiliç EBRD
Orcun Makal EY
Arif Ozozan GAMA
Burak Sencer Mott MacDonald
Engin Turhan Finansbank
Aisha Elaine Williams IFC

Poland
Chair | Peter Swiecicki
Squire Patton Boggs
Anna Chmielewska EBRD
Patryk Darowski Bank Gospodarstwa
Krajowego-BGK
Peter Haykowski Meridiam
Tomasz Korczyński Dentons
Paweł Lider Eurovia
Michał Lubieniecki Deloitte
Bartosz Mysiorski PPP Centre
Marzena Rytel PwC
Adam Skwarski Budimex SA
Piotr Serafin PFR

Spain
Chair | Rafael Alonso
Squire Patton Boggs
José Cordovilla Solvere Global
Paloma Martino ERM
Gonzalo Ortiz SEITT
Rafael Ruiz Arup

Click to view FLN operations in this region

20-21 ANNUAL BRIEFINGS & WORKSHOPS

Flows of information - Ideas for action
IPFA’s Nordic Region Branch runs an annual pipeline of events in Denmark, Finland, Norway and Sweden.

**Topics in development**

Nordic Region Forum: Energy & Infrastructure

Gotland Island: Solving the Electricity Shortage

Update on Finland’s PPP Market

The New Norwegian Roads PPP Pipeline

Meet our honorary members

Meet our Nordic Region Branch Council

Chair | Joseph Wright NIB

Torgeir Haugland DNB Bank

Peter Högström Lindahl

Laura Huomo Roschier

Fredrik Lindblom DLA Piper

Joel Skagerberg SEB
AFRICA & MIDDLE EAST

Click on the branch images to view events being developed for our 2019 pipeline.

2019 webinars from this region will include:
- A closer look at investing in Africa
- Blended Finance
- Middle East Regional Insight

“Being part of IPFA gives me access to information and experienced networks.”
Richard Niwenshuti
Program Manager, SPIU, Rwanda Development Board
IPFA has three established branches across the continent, each running an annual pipeline of events and webinars.

**EAST AFRICA**
Events coordinated across Kenya, Rwanda, Tanzania and Uganda.

**SOUTH AFRICA**
Events as well as FLN activities held in Johannesburg.

**WEST AFRICA**
Annual event held in Nigeria.

Meet our honorary members

Meet our Branch Councils

**East Africa**
James Kamau | Iseme Kamau & Maema Advocates
Janice Kotut | GuarantCo
Jonathan Muga | Standard Bank
Sean Murphy | Mott MacDonald
Eng. James N. Mwangi | Kurrent Technologies
Michael Opagi | IFC
Timothy Walsh | Atkins Acuity
James Woodward | KPMG

**South Africa**
Chair | Mike Peo | Nedbank
Thiago Almeida | Mott MacDonald SA
William Dachs | Gautrain Management Agency
John Gibbs | PwC
Judy Kobus | Rand Merchant Bank
George Kotsovos | Standard Bank
James Mackay | TransNet
Craig Simmer | Hatch
Kieran Whyte | Baker & McKenzie

**West Africa**
Chair | Patrick Mgbenwelu
FBN Capital
Otukayode Fabunmi | J.O. Fabunmi & Co
Chidi Izuwah
Infrastructure Concession Regulatory Commission
Ayuli Jemide DETAIL Commercial Solicitors
Opuiyo Oforiokuma
ARM-Harith Infrastructure Investment Ltd
Ezinwa Okoroafor
Nigeria Sovereign Investment Authority
MIDDLE EAST
Established from 2008

DUBAI
23 Jan | New Year’s Networking Drinks Reception

Topics in development
Renewables & Energy storage
Islamic Finance
Water Projects

Other event locations
Abu Dhabi, Saudi Arabia

Meet our Middle East Branch Council

Chair | David Charlier Ashurst LLP
Nathan Weatherstone
Abu Dhabi National Oil Company
Umer Ahmad SNC-Lavalin Capital
Helena de Flaviis Khatib&Alami
George Grant George Grant Associates
Kapil Kumra National Bank of Kuwait
Charlie Seymour ADWEA
Tom Waterhouse SMBC
Maarten Wolfs PwC

Meet our honorary members

Click to view FLN operations in this region
AUSTRALIA & ASIA

Click on the branch images to view events being developed for our 2019 pipeline.

2019 webinars from this region will include:
- Jan | Opportunities in Asia for 2019
- Regional Insights

“...attendance at sponsored industry-specific events with top-class presenters and participants to online webinars and future-leader focused sessions and training courses...”

Bruce Riddle
APAC Regional Director, Capital Projects Advisory, Advisian
AUSTRALIA
Established 2005

10-12 ANNUAL BRIEFINGS & WORKSHOPS

SYDNEY
21 Feb | Analysis of the sale of WestConnex
Mar | Introduction to Australia’s Federal Agencies
May | Energy from Waste

MELBOURNE
Mar | Victorian Government Update
Jun | Project Bonds & Alternative Financing

Topics in development
Government Updates from NSW & NZ
Renewable & Energy Transition
Energy Storage
The Future of PPPs
Social & Affordable Housing
Case Study Events

Meet our honorary members

Meet our Australia Branch Council

Chair | Ian Greer
Vice-Chair | Charlie Reilly John Holland Group
Neil Bovington Senyth Advisory Pty Ltd
Leilani Frew Infrastructure and Project Financing Agency
Kim Curtain NSW Treasury
Martin Locke Independent
Jason Loos Partnerships Victoria, Victorian Department of Treasury and Finance
Peter Mansfield Investec
Michelle Sichlau Plenary
Rob Ward MUFG
Emma Warren Allens
Lee Worthington PwC
ASIA
Established 2009

BEIJING
Q2 | PPPs in China

HONG KONG
Q1 | Corporate PPAs in Asia

SINGAPORE
Q1 | Offshore Energy

Topics in development
Energy from Waste
Unsolicited Proposals
Airport Concessions
Multilateral Agreements & Sustainability Goals in Project Finance
Projects in Indonesia

Other event locations
Indonesia, Myanmar, Vietnam

8-10 ANNUAL BRIEFINGS & WORKSHOPS

Meet our Asia Branch Council

Chair | James Harris Jones Day
Neil Arora Macquarie
Cosette Canilao Independent
Mark Giblett World Bank
Terry Fanous Moody’s Investors Service
Raj Kannan Deloitte
Mark Rathbone PwC
Sintha Roesly
Indonesia Infrastructure Guarantee Fund
Luca Tonello SMBC
Guangrui Xiao Bridata
HK Yong Institute of Strategic & International Studies, Malaysia; PPP Resource & Advisory Centre, KL

Meet our honorary members

ADB
AIIB
INFRACASIA
KDB Bank
WORLD BANK

Click to view FLN operations in this region
JAPAN
Established 2017

TOKYO

21 Feb | Assessing Environmental Risks in Credit Analysis
Q2 | New Technologies in Infrastructure and Energy

Topics in development
Asian Infrastructure Update
Renewable Energy
Energy Storage
Airports & Transportation

Meet our honorary members

Meet our Japan Branch Council

Chair | Fumio Hoshi SMBC
Rebecca Green ERM
Anna Hermelin Ashurst
Tomoki Muto MUFG
Jun Ohashi Macquarie Capital
Masanori Sato Mori Hamada & Matsumoto
Kenji Tagaya JERA Co., Inc.
Isao Terasawa Mott MacDonald

3-4 ANNUAL BRIEFINGS & WORKSHOPS