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Mr Thor Pedersen
Finansminister
Folketinget
Christiansborg
København K
1240
Denmark

**MODTAGET
LEDELSESSEKRETARIATET**

Dato 7-09 Kl.

Early Booking Discount available for SMI's 10th Annual...

Nordic Infrastructure Forum

19th & 20th October 2009, Sheraton Stockholm Hotel and Towers, Stockholm, Sweden

Dear Mr Pedersen,

**Are you looking to invest in Nordic infrastructure?
Do you want to hear from the region's Government representatives?
Are you searching for high quality expert advice on how to make the right choices?
Do you want to network with individuals key to a successful investment?**

If so, don't miss SMI's **Nordic Infrastructure Forum**, the event of the year to help you achieve your goals in the Nordic region. Now in its tenth year and previously known as the well acclaimed 'Nordic PPP Forum' this October's conference is moving on to ensure that all changes facing the current and future for investment in the Nordic region are addressed.


Topic highlights include:

- PPP contracts (OPS) in Norway – present and future
- Danish transport
- The role of the European Investment Bank
- Financing options
- The impact of the credit crisis
- Risk, contractual and legal issues
- Topical case studies

After the two-day event, **Berwin Leighton Paisner** will also be hosting a workshop - **Operational Issues in PPP Projects** on the 21st October. To find out more and to see the full conference programme please view your enclosed brochure or visit our website at www.smi-online.co.uk/09nordicppp.asp

I look forward to meeting you in Stockholm this Autumn.

Yours sincerely,


Rebecca Geach
Conference Producer
SMi Group

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SMi are proud to present their 10th annual conference on...

Nordic Infrastructure Forum

The Future - The Debates, Issues and Resolutions

19th - 20th October 2009, Sheraton Hotel, Stockholm

Hear keynote addresses from:

- Magnus Axelsson, Division for Infrastructure, Ministry of Energy, Enterprise and Communications, Sweden
- Eric Gaellstad, Senior Loan Officer, Nordic Lending Operations and PPPs, European Investment Bank

Listen to case studies and research from experts such as:

- Carsten Vaedele Madsen, Senior Advisor, Centre for Roads and Bridges, Ministry of Transport, Denmark
- Stine Birk, Head of PPP Finance, Bank DnB NORD
- Eline Skramstad, Senior Vice President, DNB Nor Bank ASA
- John Bennet, Swedish Regional Airport Association, Swedish Association of Local Authorities and Regions
- Erik Gjötterberg, Administrative Director, New Karolinska Solna Project Office, City Council of Stockholm
- Gunnar Alexandersson, Research Assistant, Centre for Marketing, Distribution and Industry and Department of Marketing and Strategy, Stockholm School of Economics
- Anders Rostin, Head of Corporate Finance, KPMG

Key highlights of the event include:

- ✓ HEAR from key central and local Government representatives across the Nordic region and Europe including the Swedish Ministry of Energy, Enterprise and Communications
- ✓ BENEFIT from a wide range of unique case studies on current infrastructure projects including the New Karolinska Hospital
- ✓ GAIN an understanding directly from banks and other financial experts on the impact of the recession on infrastructure development
- ✓ DEBATE with leading experts on the future of PPP projects within the Nordic region

PLUS A POST-CONFERENCE WORKSHOP

Operational Issues in PPP Projects

In association with

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21st October 2009, Sheraton Hotel, Stockholm



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8:30 Registration & Coffee

9:00 Chairman's Opening Remarks

9:10 KEYNOTE ADDRESS: SWEDISH MINISTRY OF ENERGY ENTERPRISE AND COMMUNICATIONS

- The twelve year infrastructure plan and how it will be implemented
- Types of infrastructure which will be focused upon
- Problems being faced for infrastructure development in Sweden and potential solutions
- Favoured methods of procuring infrastructure
- Opportunities for investors in Sweden

Magnus Axelsson, Division for Infrastructure, Ministry of Energy Enterprise and Communications, Sweden

9:50 OVERVIEW OF INFRASTRUCTURE ACROSS THE NORDIC REGION

- The challenges facing the Nordic region at the moment.
- How Nordic countries can work together to overcome the problems of the credit crisis
- Using infrastructure to strengthen international relationships across Nordic countries
- Most suitable methods of procuring infrastructure in the current circumstances
- The future

Anders Rostin, Head of Corporate Finance, KPMG

10:30 Morning Coffee

10:50 JOINT PRESENTATION: PPP CONTRACTS (OPS) IN NORWAY – PRESENT AND FUTURE

Overview and Case Study

- Interphase VD as contract party vs. Authority
- Legal entity
- Mix authority contract party in contract clauses

Geir Froeholm, Partner, Construction, Advokatfirmaet Schjodt AS

Lars Gunnar Nag, HSE Manager/PR Manager, Agder OPS Vegselskap

11.40 MOVING FORWARD COMBINED HEAT AND POWER (CHP)

- Definition of CHP
- A great way to use waste to create energy
- Case study
- Promoting CHP across the country
- The future

Åsa Hansson, Manager, KPMG Sweden

12.20 Networking Lunch

13:20 TRANSPORT IN DENMARK: AN OVERVIEW

- The current status of Danish transport infrastructure
- Government policy and transport
- The importance of transport development to Danish Infrastructure
- Where the investor potential lies
- Impact of the credit crunch and overcoming it
- Current projects
- Future plans and aims

Annette Walter, Chief Project Manager, PPP/Finance, COWI

14:00 CASE STUDY: DANISH INFRASTRUCTURE INVESTMENT PLAN - A GREEN TRANSPORT POLICY

- Elements and initiatives
- Financing, including potential PPP initiatives
- Status on the Fehmarnbelt Fixed Link
- Status on the PPP motorway project Kliplev-Sønderborg in the South of Jutland

Carsten Vaedele Madsen, Senior Advisor, Centre for Roads and Bridges, Ministry of Transport, Denmark

14.40 Afternoon Tea

15:00 CASE STUDY: HAMMARBY SJOSTAD

- Overview of the project
- How it will achieve sustainability and has helped Stockholm on the way to becoming a green city
- Hammarby Sjostad as an eco-town
- Heating, water supply and waste management
- Project time management

Stellan Fryxell, Project Developer, Hammarby Sjostad, Tengbom Architects

15:40 CASE STUDY: PROVIDING AN OVERVIEW OF THE PPP- PROCUREMENT OF NEW KAROLINSKA SOLNA

Overview of the project and the benefits it is providing

- Overview
- Aims of the project
- Why PPP was the best method of the procuring the project
- How the team managed to secure and manage the contracts between private and public sectors
- How PPP maybe used in other large future hospital projects

Erik Gjötterberg, Administrative Director, New Karolinska Solna Project Office, City Council of Stockholm

16:20 Chairman's Closing Remarks and Close of Day One

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8:30 Re-registration & Coffee

9:00 Chairman's Opening Remarks

9:10 **KEYNOTE ADDRESS: THE ROLE OF THE EUROPEAN INVESTMENT BANK IN SUPPORTING INFRASTRUCTURE PROJECTS**

- Aims for involvement in the Nordic region and challenges faced
- The support available to the Nordics
- Relationship with the Nordic Investment Bank
- The future

Eric Gaellstad, Senior Loan Officer, Nordic Lending Operations and PPPs, European Investment Bank

9:50 **FINANCING OPTIONS FOR NORDIC PPP**

- The current status of funding available for Nordic Infrastructure
- The impact of the recession upon traditional financing options
- New sources of funding
- Issues for financiers to consider
- Availability and costs of bank capital
- How to make a project bankable
- Beyond the recession

Stine Birk, Head of PPP Finance, Bank DnB NORD**Eline Skramstad**, Senior Vice President, DNB Nor Bank ASA10:30 **INVOLVING LOCAL BUSINESSES IN DEVELOPMENT AND MAINTENANCE**

- The rise of regional infrastructure development vs national development
- Determining local attitudes to regional development
- The impact of the credit crisis on development
- Encouraging business to contribute to and maintain the infrastructure they need to operate at the local level
- Projects most suitable to this form of financing
- Helping each other - Continuing to support local business throughout the crisis
- Sharing responsibilities and maintaining reliable working relationships
- The outlook for infrastructure development at the regional level

John Bennet, Swedish Regional Airport Association, Swedish Association of Local Authorities and Regions (SALAR)

11:10 Morning Coffee

11:30 **HOW COULD A SWEDISH NATIONAL HIGH SPEED RAIL PROGRAMME BE FINANCED?**

Results and observations from the feasibility study concerning the rollout of a national high speed rail network in Sweden

- Can a 100-150 bn SEK investment programme be financed over the state budget?
- How can the private sector be involved in financing the rollout?
- What elements has the official investigation included and why?
- How can PPP be discussed in the context of high speed rail while it has been rejected for other road and rail projects?
- What is the current attitude towards risk sharing and public private partnerships from the Swedish Government?

Anders Björklund, Senior Manager, Corporate Finance – Valuation and Strategy, PricewaterhouseCoopers12:10 **PPPS FOR RAILWAY INFRASTRUCTURE AND TRANSPORTATION Theoretical Overview and Empirical Experience from Sweden**

- Advantages & disadvantages of PPPs
- PPPs in the transport sector – 4 cases from Sweden:
 1. The Arlanda Airport Link
 2. The Öresund Bridge
 3. The Stockholm City Tram Line
 4. The Östgöta Railway Link

- Recent developments and conclusions

Gunnar Alexandersson, Researcher, Centre for Marketing, Distribution and Industry Dynamics, Stockholm School of Economics

12:50 Networking Lunch

13:50 **THE CREDIT CRISIS AND EQUITY PROVIDERS**

- The effects upon equity providers
- The impact upon the tendering of PPP transactions
- Solutions within the different Nordic countries
- Examples

Erik Naafs, Director, DIF14:30 **RISK ISSUES**

- Immediate risk vs long-term risk
- Challenge of measuring risk in both public and private sectors across a long time period
- Varying risks across different methods of infrastructure procurement and different projects
- Managing risk
- Applying lessons learned to the future

Jaap Veenenbos, Director, Risk Consulting CEE, Aon EMEA North East

15:10 Afternoon Tea

15:30 **OVERCOMING THE COSTS AND TIME INVOLVED IN BIDDING**

- Issues created by an extended and expensive bidding process
- Methods of cutting down some of the process and speeding it up
- Managing any extra risks created
- Ensuring cutting down process is conducted within the legal framework
- Maintaining fairness to bidders

Paul Peekel, Director, PPP Projects, Strukton Integrale Projecten16:10 **CONTRACTUAL AND LEGAL ISSUES**

An infrastructure project requires coordination of the working streams on service, D&C, O&M as well as financing contracts as well as on regulatory and public procurement issues and staffing of the teams accordingly.

- Building the team for legal advice
- Understanding the legal architecture
- How to compile a strong contract from the beginning
- Managing the contract and maintaining a good working relationship
- How to escalate and resolve disputes should they arise

Jyrki Prusila, Partner, Roschier Attorneys

16:50 Chairman's Closing Remarks and Close of Conference

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Operational Issues in PPP Projects

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8:30 Registration and Coffee

9:00 Variations

- Ensuring the process is flexible
- The contract... and the reality
- Providing value for money
- The EU Procurement angle
- Q & A

10:00 Benchmarking and Market Testing

- Which offers better value for money?
- The contract... and the reality
- How can public authorities get the most out of the process?
- Practical implications of market testing
- Q & A

11:00 Morning Coffee

11:30 Other common Issues: Disputes, Refinancing and the Secondary Market

- Disputes: Who are we in dispute with? How can we resolve our dispute and remain a "partnership"?
- Secondary Market: Issues for the public sector on a transfer of equity. The implications of portfolio sales
- Refinancing: Issues for public authorities on a voluntary refinancing

12:30 Conclusions and Close of Workshop

About your Workshop Leader:



**Meriel Bennett, Partner,
Berwin Leighton Paisner (BLP)**

Meriel is a partner in the Projects team at Berwin Leighton Paisner (BLP). She trained at BLP and has worked in the infrastructure sector for over twelve years. She primarily advises sponsors and lenders on PPP projects in a range of sectors but also advises central government on strategically important PPP procurements. Recently she has also advised on a number of high profile secondary markets deals. Meriel is rated as a PFI/PPP expert in the latest edition of Chambers Guide to the Legal Profession.

Berwin Leighton Paisner (BLP) is a full service City law firm with over 1,300 staff, including 730 lawyers. We have 190 partners, and our turnover in 2007/08 was £185m. As well as our office in London, we have offices in Abu Dhabi, Brussels, Moscow, Paris and Singapore. We have non-exclusive, proactively managed relationships with over 100 preferred firms in more than 65 countries around the world. Our clients are diverse and include major corporate organisations and financial institutions through to government, prominent public sector bodies and individuals.

NORDIC INFRASTRUCTURE FORUM

Conference: 19th - 20th October 2009, Sheraton Hotel, Stockholm Workshop: 21st October 2009, Sheraton Hotel, Stockholm

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